

# GRAIN DEALERS JOURNAL

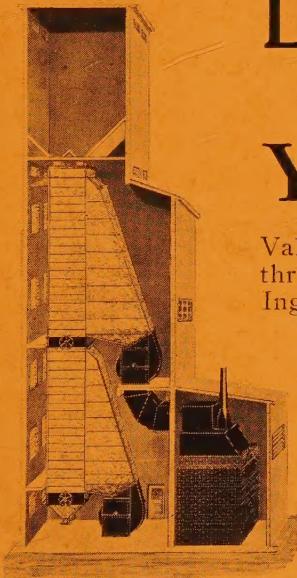
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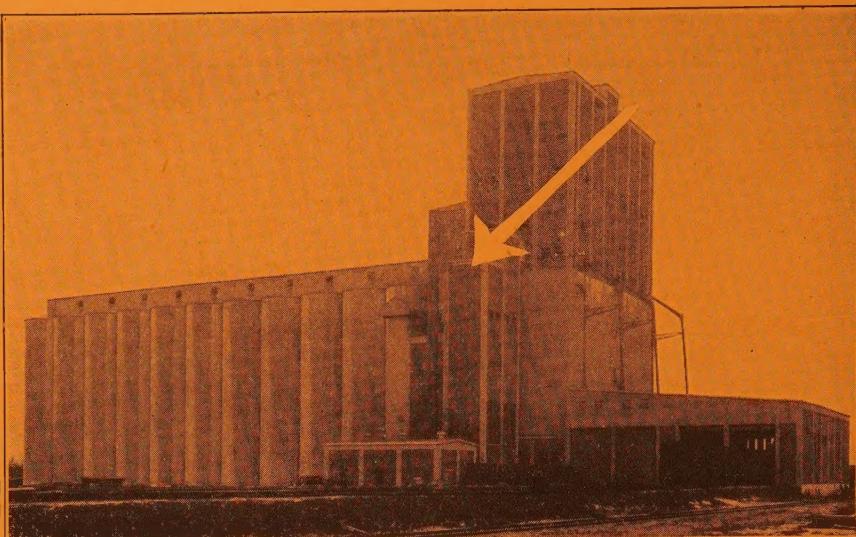
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

## AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\* Great West Mill & Elvtr. Co., millers, grain dirs.\* Hardeman-King Co., millers and grain dealers.\* Henderson Grain Co., private wires, all markets. Kearns Grain & Seed Co., grain, field seeds.\* Kenyon Grain & Seed Co., grain, seed, feed. Panhandle Grain Corp., domestic and export grain. Stone, Lester, grain merchant.\* Strader Grain Co., U. S., grain, seed, feed.\* Texas Wheat Growers Association. Uhlmann Grain Co., export wheat, private wire.

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## DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

## ENID, OKLAHOMA.

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Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

## FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.\*

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Egly, C. G., hay, grain, feed salt.

## FORT WORTH, TEX.

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Fordtran, J. S., grain-ocean freight bkg.\* Shaw, Thomas F., grain exporter.\*

## GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

## GREEN BAY, WIS.

Green Bay Elvtr. Co., buyers, shippers, mixed cars.

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## IOLA, KANS.

Cox-Lam Grain & Supply Co., kafir, corn & wh. shippers.

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Board of Trade Members.

Christopher & Co., B. C., consignments-futures.\* Davis Grain Co., A. C., grain commission. Davis-Hunt Grain Co., consignments, futures. Davis-Noland-Merrill Grain Co., grain mchts.\* Ernst Davis Commission Co., consignments.\* Lawless Grain Co., consignments.

Lichtig & Co., H., kafir, milo, screenings. Mid-Continent Grain Co., grain merchants. Moore-Seaver Grain Co., grain receivers.\* Norris Grain Co., wheat, oats, barley, corn.\* Rocky Mountain Grain & Com. Co., consignments. Scoular-Bishop Grain Co., consignments.\* Shannon Grain Co., consignments. Simonds-Shields-Lonsdale Grain Co., gr. merchants.\* Uhlmann Grain Co., grain merchants.\* Updike Grain Corp., consignments. Vandervlice-Lynds Co., consignments-futures.\* Wolcott & Lincoln, consignments, futures.\* Wilser Grain Co., consignments.\* Wyandotte Elevator Co., grain merchants.\*

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Chatterton & Son, Michigan grain, hay, beans.\* Ryon Grain Co., grain, beans, produce.\*

## LINCOLN, NEB.

Paul, J. M., Grain broker.\*

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Scott & Sons Co., O. M., soy beans.

## MEMPHIS, TENN.

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Anderson, Embrey E., grain merchants.\* Buxton, E. E., broker and commission merchant.\*

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Chamber of Commerce Members.

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(Continued on next page.)

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## OMAHA, NEBR.

Grain Exchange Members.  
 Butler-Welsh Grain Co., milling wheat and corn.\*  
 Crowell Elevator Co., receivers, shippers.\*  
 Lucke-Gibbs Grain Co., milling wheat and corn.\*  
 Scoular-Bishop Grain Co., wheat, corn, oats.\*  
 Trans-Mississippi Grain Co., receivers and shippers.\*  
 Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
 Cole Grain Co., Geo. W., receivers and shippers.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feltman Grain Co., C. H., grain commission.  
 Luke Grain Co., grain commission.\*  
 Miles, P. B. & C. C., grain commission.\*  
 Turner Hudnut Co., receivers and shippers.\*  
 Rumsey, Moore & Co., consignments.\*

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### Commercial Exchange Members.

Markley, P. R., grain broker.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Stites, A. Judson, grain and mill feed.\*  
 Tidewater Grain Co., recvs., shps., exporters.\*

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 Rogers & Co., Geo. E., receivers-shippers.\*  
 Stewart & Co., Jesse G., grain and mill feed.\*  
 Walton Co., Sam'l, receivers and shippers.\*

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## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## RANKIN, ILL.

Rankin Grain Co., car lot buyers and shippers.\*

## RIRIE, IDAHO.

Northern Grain Whse. & Mktg. Co., grain merchants.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.\*

Eberhardt-Simpson Grain Co., mchts. wh. & Coarse gr.\*

Smoot Grain Co. operate Salina Terminal Elevator.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distrbtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*

Langenberg Bros. Grain Co., grain commission.\*

Martin Grain Co., grain commission.\*

Geo. C. Martin Co., grain commission.\*

Morton & Co., grain commission.\*

Nanson Commission Co., grain commission.\*

Picker & Beardsley Com. Co., grain and grass seed.\*

Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

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Custenborder & Co., E. T., buyers-sellers grain.\*

Wells Co., The J. E., wholesale grain.\*

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### Board of Trade Members.

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Southworth & Co., grain and seeds.\*

Wickenheiser & Co., John, grain receivers, shippers.\*

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Baker Grain Co., The A. F., wheat, corn, oats, kafir.\*

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Blood Grain Co., specializing on mill orders-consigns.\*

Craig Grain Co., consignments, milling wheat.

Davis-Noland-Merrill Gr. Co., futures.

Hall-Baker Grain Co., central grain merchants.

Jones Grain & Elevator Co., C. E., consignments.

Kelly Grain Co., Edw., mlg. wheat a specialty.

Simonds-Shields-Lonsdale Grain Co., gen'l gr. mchts.

Smith-McLinden Grain Co., wh., coarse gr., mill feeds.

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have realized a fortune from the offerings others  
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reading matter columns present real opportunities to alert readers. Better keep your eyes open  
and look around as the entire contents of the Journal are prepared especially for you.

Board of Trade  
Members

## KANSAS CITY

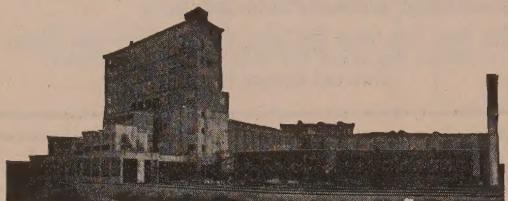
Board of Trade  
Members**SIMONDS-SHIELDS-LONSDALE GRAIN CO.**

Kansas City, Mo.

*Specializing in Southwestern Corn*

Wire Us for Prices

Capacity 5,500,000 Bushels

**DAVIS-NOLAND-MERRILL GRAIN CO.**

Board of Trade

Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"

6 000,000 Bushels

Modern Fireproof Storage

*Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.*

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY
**CONSIGN**  
ERNST-DAVIS COM. CO.  
Kansas City
**A. C. DAVIS GRAIN CO.**

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.**Scoular - Bishop Grain Co.***Consignments*

Kansas City

Omaha

**SHANNON GRAIN COMPANY**  
CONSIGNMENTS
1124 Board of Trade  
KANSAS CITY, MO.
**UHLMANN GRAIN CO.**  
 Board of Trade - - - Kansas City  
 87 Board of Trade - - - Chicago  
 N. P. Anderson Bldg. - Fort Worth, Tex.  
 Produce Exchange - New York City  
 Operators of Katy Elevator, 2,300,000  
 bushels capacity, at Kansas City

Have enjoyed reading your Journal for several years. Enclosed is our check for \$2 for renewal.—O'Bryan & Allen, Rippon, W. Va.

A Service of 51 Years Handling Consignments and Futures  
**B. C. CHRISTOPHER & COMPANY**  
 200-206 Board of Trade, KANSAS CITY, MO.

BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Dodge City, Liberal, Topeka, Independence, Concordia, Atchison, Hays, Kansas.  
 St. Joseph, Springfield, Sedalia, Joplin, Mo. Hastings, Nebr. Burlington, Colo.

Corn Exchange  
Members**BUFFALO**Corn Exchange  
Members

*Send your consignments to*  
**Seymour-Wood Grain Co.**  
 BUFFALO,  
 N. Y.

**J. G. MCKILLEN, INC.**  
 RECEIVERS  
 Consignments a Specialty  
 BUFFALO  
 NEW YORK

*"All Your Needs in Grain and Feeds"*  
**SUNSET FEED AND GRAIN CO. Inc.**  
 Chamber of Commerce - Buffalo, N. Y.  
 CONSIGNMENTS SOLICITED

# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

**The Conley-Ross Grain Co.**  
Wholesale Grain

**The Ady & Crowe Mercantile Co.**  
Grain, Hay, Beans.

A busy grain and milling center equipped to handle shipments promptly. A quick,

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic*

**Houlton Connell Grain Co.**  
Wholesale Grain.  
Get in touch with us.

**Kellogg Grain Co.**  
*Receivers shippers of all kinds of grain.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Board of Trade  
Members

## DES MOINES

Board of Trade  
Members

**Des Moines Elevator & Grain Co.**  
DES MOINES, IOWA

Terminal and 12 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.

**LOCKWOOD GRAIN, Inc.**

Des Moines, Iowa

We Buy and Sell  
**CORN and OATS**

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

**SOUTHWORTH & CO.**

Grain, Seed, Cotton

Southworth's Weekly Review  
FREE to all within our business range

Reliable Service on

**Consignments & Futures**

Since 1887

**H. W. De Vore & Co.**  
Toledo, Ohio

For  
**European Markets**

on grain, flour and feed products  
best and most reliable information is  
found in the daily

**"German Grain Journal"**

a sample copy of which will be  
sent by

Verlag de Deutschen Getreide-Zeitung  
Copenickerstr, 48/49, Berlin, S. O. 16, Germany

**Coal Sales Book**

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is  $10\frac{1}{2} \times 15\frac{3}{4}$  inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

**Use Universal Grain Code  
and Reduce Your Telegraph Tolls**

## The safe one-man Car Mover



**The  
NEW BADGER**

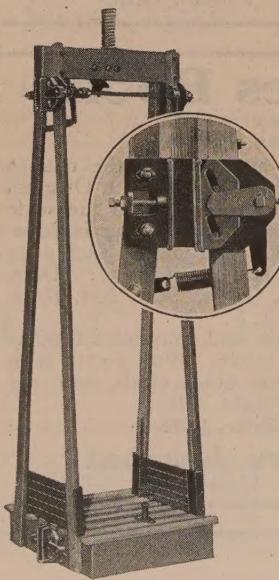
It is a combination of powerful leverages that enables one man to move the heaviest cars with a minimum of effort with the NEW BADGER.

Our No. 2 New Badger HEAVY DUTY model is made with an electric STEEL shoe—fully guaranteed for one year.

Every elevator should be equipped with our new HEAVY DUTY model.

**ADVANCE CAR MOVER COMPANY, INC.**  
APPLETON - WISCONSIN

## THE NEW MANLIFT “RIDE-SAFE”



is now ready to insure you. Order today before your first trip up is the last one down!

### “RIDE-SAFE”

Tells the story in the name. Its factor of safety exceeds anything on the market.

50 ft. Complete

\$75.00

Less Counterweight

\$65.00

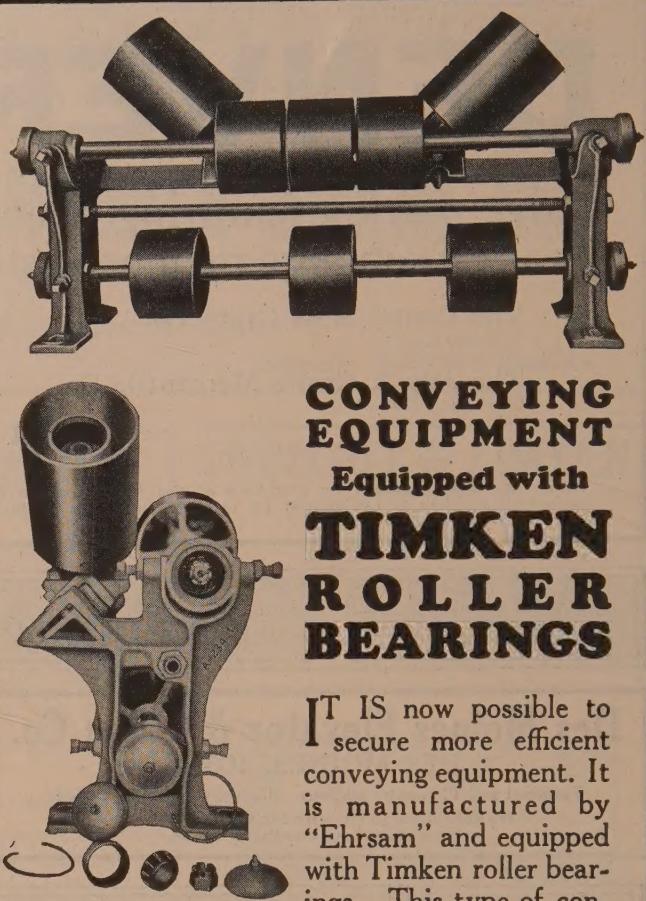
You value your life many times this cost. Why risk it?

Beyl Design

**LINK BELT SUPPLY CO.**

MINNEAPOLIS, MINN.

**EXCLUSIVE MANUFACTURERS**



## CONVEYING EQUIPMENT Equipped with **TIMKEN ROLLER BEARINGS**

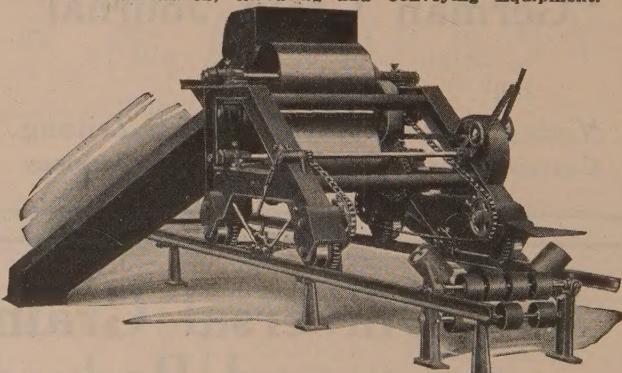
IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

## “EHRSAM” Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

**J. B. Ehrsam & Sons Mfg. Co.**  
ENTERPRISE, KANSAS

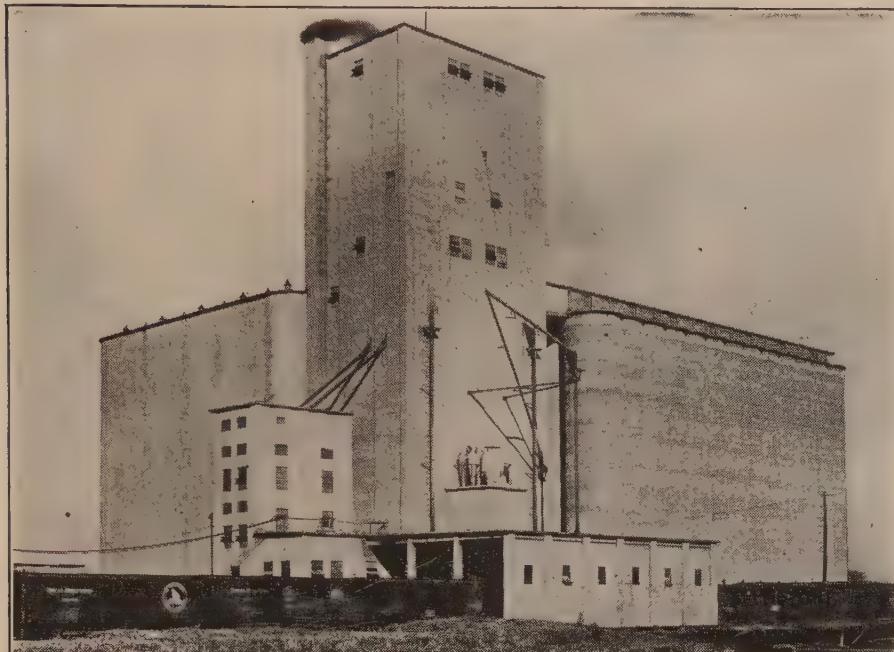
Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

## DIAMOND RUBBER CO. INDUSTRIAL NEWS

# Another fine plant equipped with Diamond Grain Belts



**I**N this well planned, modern, up-to-date plant, the latest addition to which was completed last October, four Diamond Grain Belts aggregating 1,260 feet in length are in operation.

These are the appropriate surroundings for Diamond Grain Belts. They are usually found in plants of this character, because—

Diamond Grain Belts are "well planned", balanced construction, with fabric and rubber so harmoniously united that the belt must *wear out* before it can *give out*.

Diamond Grain Belts are "modern", because they embody the latest and best principles of grain belt construction.

Diamond Grain Belts are "up to date" in the fact that the rubber compounds include the most effective non-oxidizing agents so far discovered by rubber chemists.

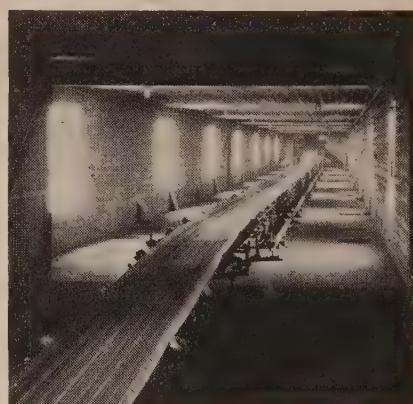
Because of their quality, efficiency and longevity, they rightly belong with the most improved grain handling equipment, in modern plants, whether large or small.

#### THE DIAMOND RUBBER COMPANY, INC.

*Supplies the country from these eleven service stations*

Akron ✓ Atlanta ✓ Kansas City ✓ New York ✓ Philadelphia ✓ Dallas  
Boston ✓ Chicago ✓ Los Angeles ✓ Seattle ✓ San Francisco

*Photo shows elevator of the Terminal Grain Corporation at Sioux City, Iowa. First unit, completed in 1920. Second unit designed by Horner & Wyatt, Kansas City. Elevating, conveying and power transmitting appliances by Webster Mfg. Co. Equipped with Diamond Grain Belts.*



*Photo shows loaded Diamond Grain Belt, in motion, in elevator of Terminal Grain Corp., Sioux City, Ia. 1,260 feet of Diamond belt is used in this plant.*

# Diamond

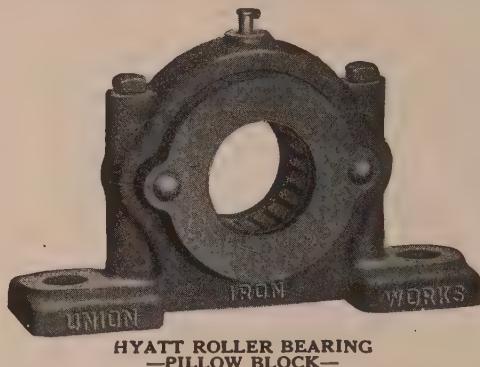
RUBBER BELTING  HOSE • PACKING

IMPORTANT

ANNOUNCING

IMPORTANT

# HYATT ROLLER BEARING WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT

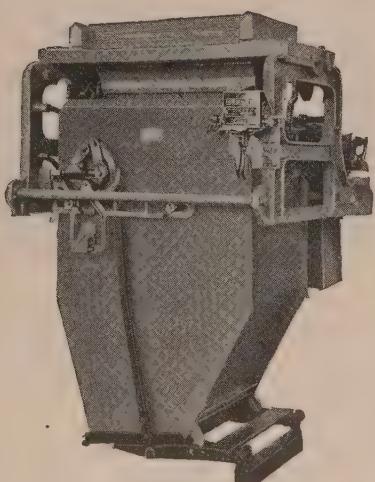


WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

## Install the Richardson All-Automatic Grain Shipping Scale

for efficient loading and accurate weighing



Every car load shipment of wheat, corn, or oats weighed over a **Richardson** is weighed accurately. No poises to be set back to zero. No adding up and writing down of totals to invite mistakes. No time lost.

Load the car and print the weight. Then in the event of loss through leakage, theft, or accident, **you are protected** and have proof of the loading weight.

Remember, the Richardson Automatic Scale costs least to install, costs least to operate, and has the lowest maintenance costs.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

WICHITA

OMAHA

CHICAGO

MINNEAPOLIS

BOSTON

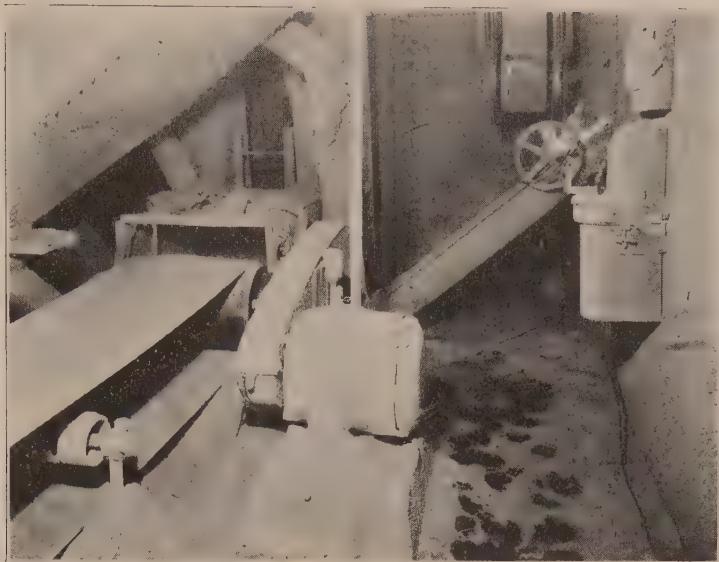
GULFPORT

PITTSBURGH

NEW YORK

LOS ANGELES

*A typical view of an F-M Type HAC motor installation. This motor is giving dependable, fire-safe service in severe dust conditions which are evident from the photograph.*



## This motor pre-cleans cooling air!

**No blowing-out  
of air passages  
is required**

Here's the motor for dusty, dirty drives! Fairbanks-Morse Type HAC motors *pre-clean* cooling air before it is forced through the ventilating spaces. The jackets and windings of these enclosed, self-ventilating motors stay clean—need no blowing out. The pre-cleaning of cooling air is an *exclusive* Fairbanks-Morse feature that permits non-clogging, continuous operation impossible to obtain in motors cooled with unclean air—*regardless of its velocity*.

Open frame, ball bearing motor advantages are offered by F-M Type HAC motors, yet they give positive protection against dust, dirt, metallic particles, abrasives and splashing liquids. A patented fan throws out all foreign matter before forcing the *cleaned* air through the ventilating spaces. A new type of winding protection assures maximum cooling efficiency; lengthens the life of windings; and eliminates fire danger.

Thousands of Fairbanks-Morse Type HAC motors are giving safe, dependable service in mills, elevators and similar places where operating conditions are severe. Before you make open motor installations, let us send you complete information.

**FAIRBANKS, MORSE & COMPANY**  
900 S. Wabash Ave., Chicago  
*32 branches at your service throughout the United States*

**FAIRBANKS-MORSE**  
**MOTORS**



*Approved by the  
Mutual Fire Pre-  
vention Bureau for  
minimum rates.*

# The Boss Air Blast Car Loaders

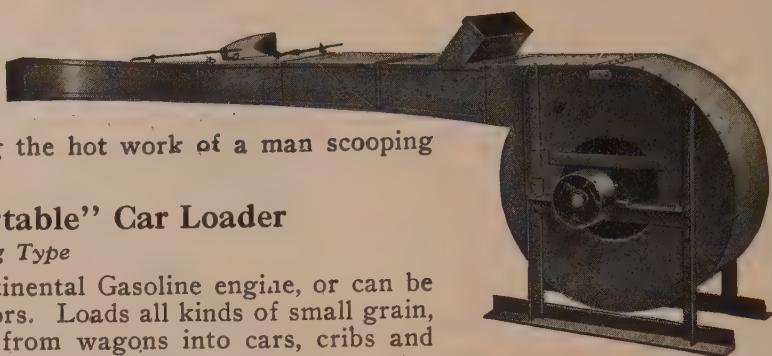
## Elevator Type

Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

### The Boss Air Blast "Portable" Car Loader

*Track Shipping Type*

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.



Write for Catalog F  
and prices  
and let us  
show you  
how these  
machines will  
make you  
money.

Maroa Manufacturing Co.

Maroa, Ill.

## DO YOU KNOW YOUR BEANS

when they are in the bins, will, if in condition, keep that way longer if not disturbed and turned, than they will if handled to determine their condition?

### The Zeleny Thermometer System

will tell you at all times the condition of your beans, and you will be surprised at the saving made when the bins have been emptied and the beans disposed of.

### The Zeleny System

is just as valuable in bean storage bins as in grain bins, and its value has been established through years of use, and those who have made money by installing

### The Zeleny System

will be more than glad to tell you how they did it. Our catalog No. 6 contains the list. Write us and then write them.

### Zeleny Thermometer Company

542 S. Dearborn St.,  
Chicago, Ill.

## WHAT DO YOU NEED?

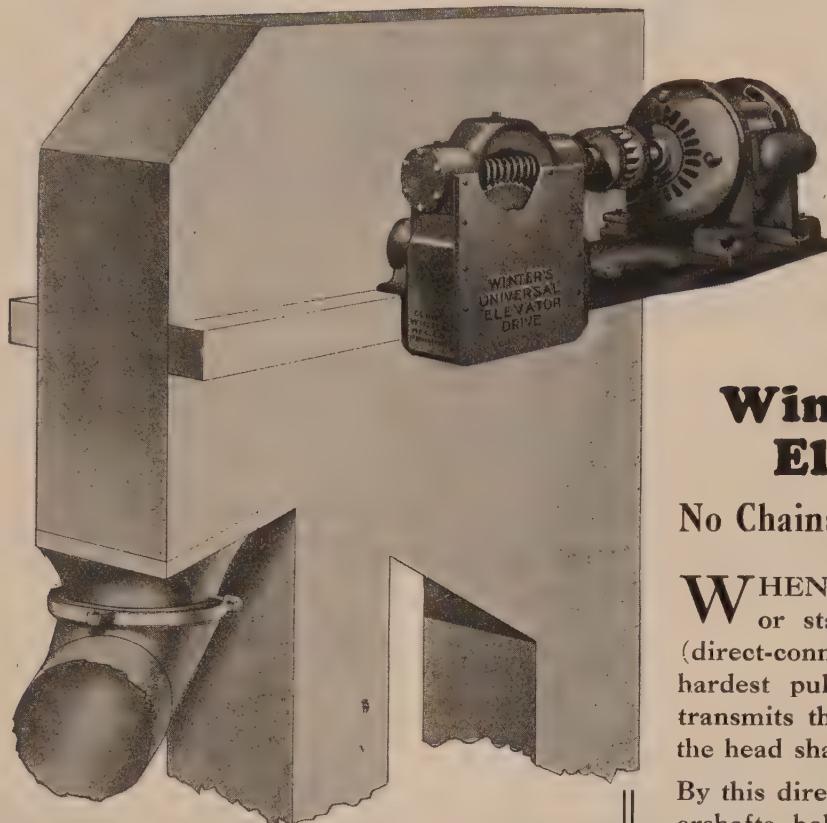
to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Head Drive
Attrition Mill	Leg Backstop
Bag Closing Machine	Lightning Rods
Bags and Burlap	Loading Spout
Bearings { Roller	Magnetic Separator
Beiting	Manlift
Bin Thermometer	Moisture Tester
Bin Valves	Motor Control
Bleachers and Purifiers	Mustard Seed Separator
Boots	Oat Clipper
Buckets	Oat Huller
Car Liners	Plans of Grain Elevators
Car Loader	Portable Elevator
Car { Puller	Power { Oil Engine
Car { Pusher	Power Shovel
Car Seals	Railroad Claim Books
Cipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	{ Truck
Conveying Machinery	Scales { Hopper
Distributor	{ Automatic
Dockage Tester	Scale Tickets
Dump	Scarfying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating { Machine
Elevator Leg	Separators
Elevator Paint	Sheller
Feed Formulas	Sliding-Roofing { Asbestos
Feed Ingredients	Silent Chain Drive
Feed Mixer { Dry	Speed Reduction Units
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Cleaner	Waterproofing (Cement)
Grain Drier	Weevil Exterminator
Grain Tables	Wheat Washer
Hammer Mill	

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

**INFORMATION BUREO**  
Grain Dealers Journal, 309 So. La Salle St., Chicago

## No Loss in Power From Motor to Cup Belt



*—and Hundreds of Others Are  
Equally Pleased*

August 31, 1929.

"With reference to WINTER'S Direct Worm Gear Drive which we installed this year: We are very well pleased. We have gone through our heavy rush season with this equipment. It has always given us service and we have never as much as looked at it since installation. Our power bill has been greatly reduced by hooking up direct and eliminating other machinery."

(Signed) DODGE CITY CO-OPERATIVE  
EXCHANGE,  
Dodge City, Kan.

August 30, 1929.

"With reference to WINTER'S DRIVE: I am well pleased. Have had no trouble of any kind. Have not had a choke-up since the drive was put in. Back-Stop works perfectly and locks every time the leg stops. Would not run an elevator any more without a WINTER'S DRIVE."

(Signed) PETER GARDING,  
Albany, Minn.

THIS power unit is direct-connected to the head shaft and equipped with AUTOMATIC BACK-STOP. It takes a "close-up hold" on the load—no loss in power transmission.

You can eliminate breakdowns and save 20% to 50% on power costs with—

### Winter's Universal Elevator Drive

No Chains to Break—No Belts to Slip

WHEN it comes to pulling out choke-ups or starting the heaviest loads Winter's (direct-connected) Elevator Drive takes the hardest pulls with ease and smoothness. It transmits the power from the motor direct to the head shaft.

By this direct hook-up, you eliminate all countershafts, belts, chains and sprockets. Just two moving parts, both running in oil, with dust-proof and oil-tight housing.

### Automatic Back-Stop

Timken Anti-Friction Bearings

THE Back-Stop instantly locks the drive when the power is off and automatically releases in starting. For exact and permanent alignment, the motor base is prefixed to the gear housing. The Worm and Worm Wheel are fitted with Timken Anti-Friction Roller Bearings. All one compact installation—substantially a direct part of the elevator leg.

For carefree operation, lower power costs, less maintenance expense—write TODAY for catalog and prices with names of users nearest you.

**CLOW-WINTER MANUFACTURING CO.**  
MINNEAPOLIS MINNESOTA

## The Genuine Humphrey Elevator

Find out about its important new features, that make it better than ever. Write for full information.

Humphrey Elevator Co.  
900 Division St. Faribault, Minn.

*Men do more when they ride instead of climb*



## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

NO WASTE — EFFECTIVE  
INEXPENSIVE — EASILY INSTALLED

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

## The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana  
Canadian Plant At Woodstock, Ont.

## Gerber Double Distributing Spout

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

## Grain Elevator Equipment

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

James J. Gerber

Minneapolis, Minn.

NEW GERBER DOUBLE DISTRIBUTING SPOUT  
Sold with or without steel spout frame. Also made for single, triple and quadrupie leg.

126 Sixth Ave. S.



NEWELL CONSTR. & MACHINERY CO.  
Cedar Rapids, Iowa  
*Originators of the Electric Truck Dump*

## The McMILLIN WAGON and TRUCK DUMP

No part of a grain elevator is used more or visited oftener than the driveway. No one piece of machinery in the elevator is operated more than the dump. The customers of a Grain Elevator are not interested in any other part of the plant as much as they are in the driveway, and the dump becomes the machine which should be the most complete, easily and quickly handled, substantial, and safe.

Due to there being all kinds and lengths of vehicles, all of which must be handled in the same careful manner, the McMILLIN Dump is the ideal dump for this purpose, and fills all requirements, all parts being overhead of the driveway, in full view of the operator and under perfect control at all times.

No cutting or weakening of the driveway floor or rearrangements of sinks is necessary for its installation.

All dumps are equipped with hand or power operation.

Address

L. J. McMILLIN  
525 Board of Trade Bldg.

INDIANAPOLIS, INDIANA

10,000 SHIPPERS  
Are now using

TYDEN  
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.  
Railway Exchange Bldg., Chicago, Ill.

Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER  
Box 404 South Bend, Ind.



## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 78, \$1.55; weight 2 lbs.

Grain Dealers Journal  
309 So. La Salle St., Chicago, Ill.

## I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

Grain Dealers Journal  
Want Ad.

## Sidney Corn Shellers

*Hyatt Equipped*



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

**Send for descriptive literature**

**The Sidney Grain Machinery Co.  
Sidney, Ohio**

*Complete Equipment for Grain Elevators  
and Feed Mills*

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size  $8\frac{1}{2} \times 13\frac{1}{8}$  inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size  $9\frac{1}{4} \times 12$  inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size  $9\frac{1}{2} \times 12$  inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 821. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is  $8\frac{1}{2} \times 13\frac{1}{8}$  inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight  $4\frac{1}{2}$  lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is  $10\frac{1}{2} \times 15\frac{1}{8}$  inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight,  $4\frac{1}{2}$  lbs. Order Form 23. Price, \$4.75.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

# FRICITION

again led the 1928

## FIRE CAUSES of the Mill Mutuals

### Anti-Friction Bearings

**Reduce Fire Hazards  
Reduce Power Cost  
Increase Efficiency**

Our Engineering Department is at your Service

Write your Mill Mutual Insurance Company or this office for particulars.

### Mutual Fire Prevention Bureau

230 E. Ohio Street  
Chicago, Ill.

### Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

### TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**  
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
H. H. Moreland, Secretary



### DON'T DELAY

until corn begins coming in to provide facilities for disposing of the cobs.

Every elevator that has cobs to dispose of should have either a standard cob burner or a weather tight, self-closing cob house. If you are interested, ask for our booklets on Cob Burners and Cob Houses—don't delay.

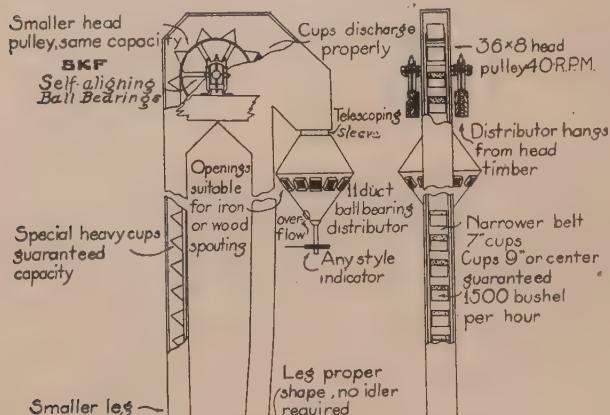
### GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

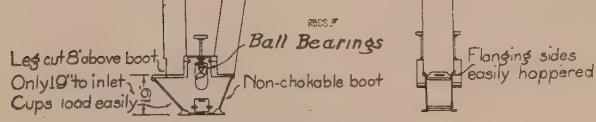
C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

# GRAIN ELEVATOR BUILDERS

## OUR GUARANTEED CAP. ELEVATOR LEG



## OTHER CAPACITIES FURNISHED AND GUARANTEED



WHITE STAR CO.  
WICHITA KANS.

Tell us what you need for your elevator  
and we will tell you where to get it.

## CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER  
CONSTRUCTION CO.**  
North Platte, Nebr.

Plans and Specifications Furnished

## The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability and Economy of Operation

Estimates and Information promptly furnished.

Wichita, Kansas

## E. H. CRAMER

Hampton, Nebraska

Designer and Builder of  
Grain Elevators

## Geo. W. Quick & Sons

Tiskilwa, Illinois

Designers and Builders  
Concrete Grain Elevators  
Waterproof Pits a Specialty

## Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

## L. J. McMILLIN

Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

## WILLIAMS CONSTR. CO.

Specializing in  
Building and Repairing  
Country Elevators  
3321 Shawnee Ave. Des Moines, Ia.

## A. F. Roberts Construction Co.

Sabetha, Kansas  
**ERECTS**  
Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery  
**FURNISHES**

## BIRCHARD Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

## To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL, of Chicago. It will bring you quick returns.

## Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

**"If Better Elevators are Built  
They will STILL be Youngloves"**

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

## RELIANCE Construction Co. Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

## FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

Minneapolis, Minn.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

**DESIGNED** for the years ahead—an advance we propose to maintain.

## FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.



3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

## GRAIN ELEVATORS

Have your next elevator designed by

Experienced Elevator Designers

Have your construction work supervised by

Experienced Engineering Supervisors

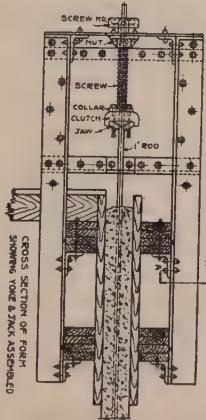
### HORNER & WYATT

Consulting Engineers to the Grain Trade

468 Bd. of Trade Bldg.

Kansas City, Mo.

IT PAYS TO PLAN BEFORE YOU BUILD



### SELL or RENT Form Lifting JACKS

Grain Elevators, Silo  
Coal Pit Construction  
Blue Prints Furnished

Nelson Machine Co.  
Waukegan, Illinois



International Milling Co.  
Buffalo, New York

Capacity 2,300,000 Bushels

Another storage unit is now under construction by us which will make total capacity 3,500,000 bushels.

Jones - Hettelsater Construction Co.  
Grain Elevators, Flour and Feed Mills  
600 Mutual Bldg. Kansas City, Mo.

## GRAIN ELEVATOR BUILDERS

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation

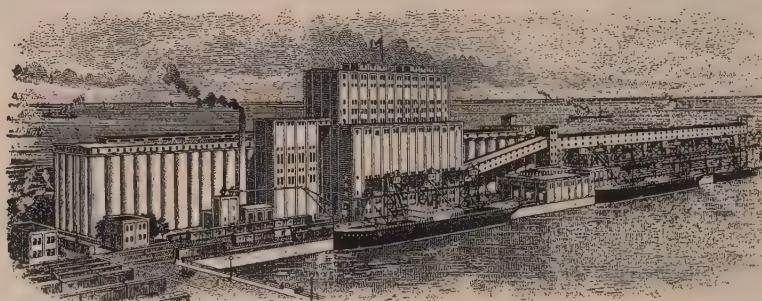


Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

**Monarch Engineering Company**  
Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**  
ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

H. G. ONSTAD,  
VICE-PRES.-GEN'L MGR.

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

L. D. Rosenbauer, Pres.  
H. P. Roberts, V. Pres.

L. W. Ledgerwood, Sec.  
A. E. Owens, Supt. Cons.

**Southwestern Engineering Company**  
*Designers and Builders*  
Modern Mills, Elevators and Industrial Plants  
SPRINGFIELD, MO.

**Stevens Engineering & Construction Co., Inc.**  
1609-10-11 Landreth Bldg. ST. LOUIS, MO.  
*Designers and Builders*  
**GRAIN ELEVATORS**  
Flour and Feed Mills Warehouses

**Construction—Painting—Wiring**

**Magic Grain Dump Co.**  
Minot, No. Dak.

**Elevators, Mills, Warehouses**  
Designed, Built, Repaired  
*Estimates Cheerfully Furnished*  
**HOGENSON CONSTRUCTION CO.**  
Corn Exchange Minneapolis, Minn.

**Western Engineering Co.**  
610 Cooper Bldg. Denver, Colo.

*Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.*

Every time you mention the  
**GRAIN DEALERS JOURNAL**  
to an advertiser, you  
help to make it bigger and better.

**DO  
YOU**

GRAIN DEALERS JOURNAL,  
Chicago, Ill.

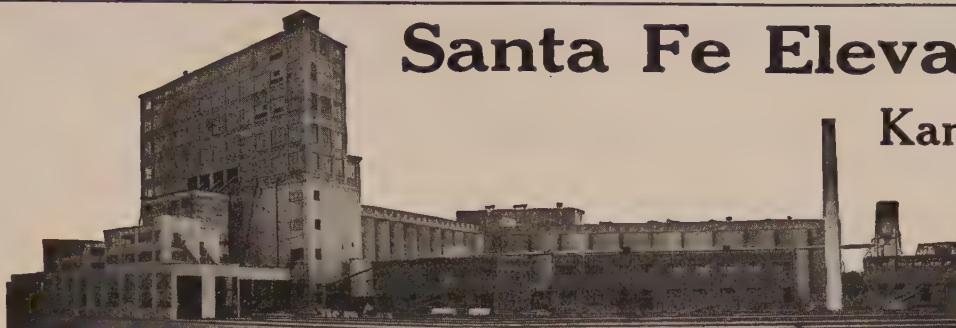
Gentlemen:—Herewith is draft covering Help Wanted adv. in  
your classified column. This adv. certainly **Produced Results**, as we  
are having answers from all wheat growing sections of the United  
States. Yours truly,

Russell, Kansas

THE RUSSELL MILLING COMPANY

**NEED  
HELP**

## GRAIN ELEVATOR BUILDERS



### Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago

460 St. Helen Street, Montreal

17 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

### The Barnett and Record Co.

Engineers

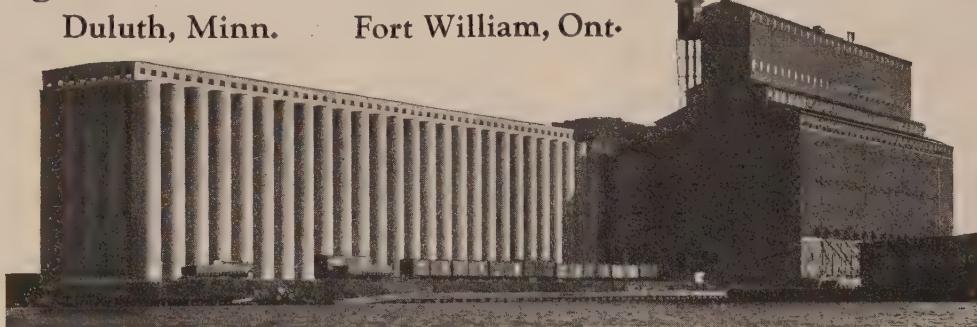
Contractors

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.



ELEVATORS—FEED MILLS—WAREHOUSES

**CHALMERS & BORTON**

720 Pioneer Trust Bldg.

KANSAS CITY, MO.

**HICKOK ELEVATORS**

Construction Co.  
MINNEAPOLIS



Elevator "L"  
Minneapolis

*Designed and Built by*

**MCKENZIE-HAGUE CO.**  
Minneapolis, Minn.



**DAY**  
Dust Collectors

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

**The Day Company**  
*Dust Collecting Engineers*

3132 Snelling Ave., Minneapolis, Minn.

**GRAIN and COAL ELEVATORS**

**T. E. IBBERSON CO.**

**CONTRACTING ENGINEERS**

**MINNEAPOLIS, MINN.**

# Running 9 years— without “one minute’s trouble”

E. G. Rall Grain Company  
WHOLESALE GRAINS

OFFICE AND ELEVATOR ON ARLINGTON HEIGHTS BLVD  
ROBSON'S CORN

Port Worth, Texas,

August 19, 1929

Link-Belt Company  
Dallas, Texas

Gentlemen:

In 1920 the James Stewart Company installed five Link-Belt Silent Chain Drives in our elevator. These drives ran from 15 H. P. to 150 H. P. Two years later Jones-Kettelsater Construction Company installed two more drives, a 20 H. P. and a 30 H. P.

The original drives are now operating their ninth season and the two drives their seventh season. After installation adjustments were made not one of these drives have given us one minute's trouble. The original sprockets and chain are both operating just as they were installed. Lubrication has been our only maintenance.

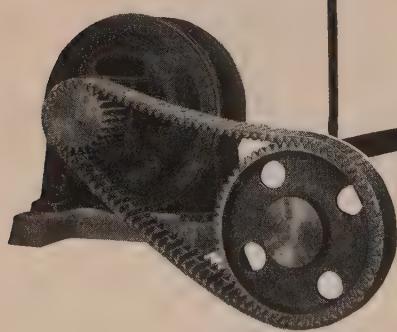
We recommend this drive very highly for mill and elevator work. Any new drives which we install will certainly be Link-Belt.

Yours truly,

P.A. Layton  
E. G. Rall Grain Company

Drives of  
1/2 to 60 H. P.  
from Stock

PAL/O



The letter speaks for itself. Our nearest office will gladly furnish you Link-Belt Silent Chain Drive Data Book No. 125, and Pink List of the many drives carried in stock not far from you.

#### LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery  
CHICAGO, 300 W. Pershing Rd. INDIANAPOLIS, 501 N. Holmes Ave. PHILADELPHIA, 2045 W. Hunting Park Ave. SAN FRANCISCO, 19th & Harrison Sts.  
Offices in Principal Cities

8799

# LINK-BELT SILENT CHAIN DRIVES

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**KANSAS**—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. Must sell quick. 63S12 Grain Dealers Journal, Chicago.

**IND. ELEVATOR & MILL.** Only one in good town, 15,000 bus. elevator. Moneymaker. National Brokerage Company, Omaha, Nebr.

**EASTERN KANSAS** elevator in good corn and wheat section. Coal and feed profitable side lines. Only elevator. Bargain for quick sale. Write 63T22, Grain Dealers Journal, Chicago.

**SOUTHEASTERN IOWA**—10,000-bu. elevator and two-story warehouse, 40x100 ft.; well equipped with machinery; good paying grain, feed, flour and field seed business. Write 63S3, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—Up-to-date; well built; capacity of 27,000 bushels. Cost \$30,000 to build. Communicate with Security State Bank, San Juan, Texas.

**CENTRAL NEBRASKA** elevator for sale; 50,000 bus. capacity. Good coal business in connection. Population of town 800. No competition. Priced right to sell. Terms. Write 63S9, Grain Dealers Journal, Chicago, Ill.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**COLORADO ELEVATOR** for sale. 5,000 bushel bin capacity, warehouse, iron building, includes air dump; set of Fairbanks Scales, with beam in office. Located in heart of wheat territory. Address 63S10, Grain Dealers Journal, Chicago, Ill.

**OHIO ELEVATOR** in heart of a real grain and feed territory for sale; 12,000 bus. capacity; iron-clad building. In little town with two railroads; only elevator in town; doing a real business. Must sell account of health. Address 63T6, Grain Dealers Journal, Chicago.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## TO BE SOLD AT AUCTION

Tuesday, Oct. 1st.

Warehouse mill and elevator less machinery. One and one-fourth acres ground with double switch tracks. Warehouse 32x100 ft., one story, mill or factory 32x60 ft., three story, elevator with storage capacity 20,000 bushels, concrete and steel construction. Mill and warehouse brick and concrete construction. Formerly used as corn products mill. Located in the heart of the greatest and best grain belt. Springfield, Ill. This property could be used for different lines of businesses. Well arranged for bulk oil business. It adjoins the Springfield public stock yards and could be used very nicely for a meat packing plant. All of the buildings are less than five years old and built adjoining.

This property must be sold to satisfy the creditors. Sale will be held on premises and sold to the highest and best bidder regardless of what it brings. For further information and appointments for inspection communicate with

ARMSTRONG SALES & AUCTION CO.  
121 North First St. Springfield, Ill.

## ELEVATOR FOR SALE

**INDIANA**—40,000 bus. capacity elevator for sale; iron-clad; good condition. W. G. Sweet, Royal Centre, Ind.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**CENTRAL IOWA**—35,000 bus. cribbed elevator. Motor driven, two elevation legs; two wagon dumps; Hopper scale; coal shed; corn crib and office building. Station handles 150,000 to 200,000 bus. annually depending on crops. Only elevator in town. Good buying margins. Fair coal business. Buyer leaving state. Will sacrifice at \$6,000.00 cash. Address 63T1, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN OHIO** elevator for sale. 15,000 bus. capacity. Fully equipped and showing a large volume of business in both feeds and grain. Exceptionally large trade in custom grinding. Elevator could not be built for half the price we are asking. Warehouse room for 60 tons of feed. Capacity of coal sheds 250 tons. Will sell cheap for cash. Can make terms or might consider some trade. Address Eikenbary & Son, Columbus Grove, Ohio.

**MISSOURI ELEVATOR FOR SALE**—A 90,000 bu. capacity cribbed elevator with large warehouse attached. Electric power and fully equipped with modern machinery. Nicely located for transit storage on main line Missouri Pacific railway between St. Louis and Kansas City. An excellent territory for hog, dairy, beef and poultry feeds, also good grain territory. This has been an established business for over 30 years. Was owned and operated by the late Jesse J. Culp. For further information write Culp Elevator Mills, Warrensburg, Mo.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED

**WANTED**—To lease an elevator in Eastern Kan. or Nebr.; must have fair volume of business. Write 63R2, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To lease with the privilege of buying elevator in good grain territory. Must be in corn belt and have reasonable volume of business. Address 63T13, Grain Dealers Journal, Chicago, Ill.

**FLOUR MILL FOR SALE.**  
**FLOUR MILL FOR SALE**—200 miles from Philadelphia on P. R. R.; milling in transit privileges; trackage facilities; good bldg. Cheap for quick sale. B. F. Isenberg, Huntingdon, Pa.

## MILL FOR SALE.

**FEED MILL** in hog and dairy community, northern Iowa. New machinery. One of best in state. Good town. Pop. 1,300. Address 63S4, Grain Dealers Journal, Chicago, Ill.

**FEED MILL**, warehouse and elevator, fully equipped, at Missouri River rate point, for sale at a real bargain. Competitive freight rates to all sections. Excellent opportunity. Write for full details, 403 New England Bldg., Kansas City, Mo.

**SAMPLE ENVELOPES**  
**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

## BUSINESS OPPORTUNITIES

**FEED, GRAIN & SEED** business, Vermont. Moneymaker; great dairy section. Low cash price. National Brokerage Co., Omaha, Neb.

**COAL BUSINESS** in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Live established feed and seed business. If you are live this is an opportunity. Owner has other interests. Reid Brokerage Company, Port Huron, Michigan.

**IF INTERESTED** in buying a prosperous business in Southeast Mississippi, selling staples about \$430,000.00 annually supported by cotton, lumber and trucking.—Correspond with the owners: K. C. Hall & Co., Laurel, Miss.

**GRAIN, Seed & Poultry Business**, Oregon. In prosperous farm territory. Sales \$55,000. Slight competition. Includes warehouse, elevator, side trackage. Write National Brokerage Company, Omaha, Nebr.

**RELIABLE MAN** wants good firm to help him manufacture and market a real oat huller for custom plants. Will develop machine and manage sales. Write 63T23, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Almost new 50 bbl. mill corn meal unit and 5,000 bus. elevator, running every day making money. Two railroads and in the heart of the wheat country. Bargain if taken at once. Write 63T17, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—A growing flour, feed, grain and farm supply business. Established nearly a century. Present owners eleven years. Reason for selling poor health one partner. Sales over \$140,000 past three years. Last year over \$160,000. Mill in good repair, machinery nearly all new, bulk storage for around 18,000 bushels, water power the year around. Good-sized warehouse built six years ago. Good dairy and chicken country. If interested write C. & L. Glover, East Randolph, N. Y.

**INDIANA** feed store for sale, located at Ainsworth, Ind., 40 miles from Chicago, on Grand Trunk Ry. Ideal location for grain, hay and all kinds of feeds; well established business; 5 room brick bungalow, modern; 17 acres land, on R. R. siding, hard roads; large track scale and truck. This is a money maker and the price is very reasonable. Possession at once. Wm. Raschka, 615 Lake St., Hobart, Ind.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## Bargain Sale in Soiled and Shelf Worn Books.

Weighing grain in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 41-E."

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

# The GRAIN DEALERS JOURNAL.

## SITUATION WANTED.

FARMERS ELEVATOR MANAGER wants a position as manager, in Iowa. References on request. L. N. Wilson, Marble Rock, Iowa.

POSITION WANTED as manager of flour mill or grain elevator. Twenty years of successful experience and A1 reference. J. F. Decker, Camden, Ohio.

GRAIN COMPANY sold out leaving me out of position. I have 15 yrs. experience as Country Elevator Manager, will go any place and make good. S. G. Mahaffey, Norton, Kans.

WANT POSITION as grain buyer or manager of grain elevator. Have had four years experience as manager. Will go anywhere. Would consider any position in connection with grain trade. Clyde E. Pepple, Arcadia, Ohio.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of some good Iowa elevator. Have had large experience in buying and selling in terminal markets. Can merchandise lots of corn in eastern Iowa, Wisconsin and Illinois to the cattle feeders. Address J. H. Phelps, Lost Nation, Ia.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

## SCALES FOR SALE.

FOR SALE—28,000 pound Howe Hopper Scale. Splendid condition. Foster Grain Company, Ellis, Nebraska.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 1012 Waldheim Bldg., Kansas City, Mo.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm \_\_\_\_\_

Capacity of Elevator \_\_\_\_\_ Post Office \_\_\_\_\_

State \_\_\_\_\_

## MOTORS FOR SALE.

### BARGAINS IN MOTORS.

FOR SALE—Fairbanks Morse Induction Motor complete with base, starting box and switch. In good condition. 25-h. p.; Type H. V.; slip ring; speed 1200; volts 220; phase 3; cycles 60; pulley 10 in.; 8" face. Price \$300.00. Address J. P. Sigler, Wakeeney, Kans.

### ELECTRIC MOTORS!

FOR SALE—Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes, available for immediate shipment. All thoroughly overhauled and reconditioned, fully covered by our "One Year Guarantee" against electrical or mechanical defects. Send for complete stock list.

### BULLETIN NO. 36.

Sixty illustrated pages of motors, generators, transformers, etc., mailed free on request.

Rockford Power Machinery Co.,  
620-628 Sixth St., Rockford, Ill.

## What Happened to the Market— A Fable.

Well, ARGENTINA played smash with the works. Everything was moving along lovely. Drs. LONG and LONGER pinned their faith in the fickle DAME from SOUTH AMERICA. She was reported as dry enough to suit Volstead and in her care, guarded by WORLD SHORTAGE, BULL was showing signs of distinct improvement. The interested world breathed a sigh of satisfaction as they watched his slow progress toward recovery. It was a touching sight to see him cling to ARGENTINA as a trusting child of tender age clings to its mother.

Oh, misplaced confidence! She found some liquor. Must have gotten it out of a clear sky. How much she had is still unknown. Sufficeth

## MOTORS FOR SALE

### ELECTRICAL MACHINERY.

Motors and Generators, A. C. and D. C., for sale at attractive prices. Large stock of new and rebuilt motors, starters, generators and switchboards on hand at all times. Get our Stock List and Prices. We buy, sell, exchange and repair motors. Send us your next repair job for prompt repairs at reasonable prices. V. M. Nussbaum & Co., Fort Wayne, Ind.

You are likely to remain on top in the struggle of the survival of the fittest, if you advertise in

**The Grain Dealers Journal**

to say she got all wet and let the poor, tired but ambitious BULL down. Behold the sorry spectacle, a once beautiful maiden, soothed to the gills, BULL down and out (temporarily, we hope), WORLD SHORTAGE seeking the background and the astonished BEARS wondering, "wot the 'ell?"

The bewildered BEARS, very uncertain, keep their distance. They suspect trickery. Possibly ARGENTINA is not as wet as appearances indicate or she may dry up in a hurry. Perhaps WORLD SHORTAGE is seeking reinforcements or the INDIFERENT FOREIGN DEMAND might take some interest in the situation. Out of the corner of their eyes they see the IMPROVED BASIS on CASH WHEAT and the foxy old BEARS, except for an occasional skirmish by the more Venturous, are taking no chances.—Bill Talbott, mgr. Beyer Grain Co., Salina, Kan.



## ENGINES FOR SALE

FOR SALE—Fairbanks Morse Type "Z" 10-h. p. gasoline engine and cooling tank in good condition. For particulars write McMahon Co., Rapid City, So. Dak.

After Other Power Equipment  
Bargain Bulletin 388, just issued. Send  
for it. It's FREE.

**ZELNICKER IN ST. LOUIS**

Rails, Equipment, Tanks, Heavy Machinery  
for 30 Years.

## Universal Grain Code

Compiled especially for use by the  
Grain and Milling Trades.

Reduce your telegraph tolls. Keep  
your business to yourself. Prevent ex-  
pensive errors.

Its 146 pages contain 13,745 code words  
for expressions used in the grain trade,  
printed on bond paper and bound in  
black flexible leather. Size 7x1/4 inches.  
Price \$3.00.

**Grain Dealers Journal**  
309 S. LaSalle St.  
Chicago, Ill.

## MACHINES FOR SALE

**FOR SALE**—A 112x15-inch Mohawk 5-ply rubber cup belt, 75 cups. Address George McDonald, Maquoketa, Iowa.

**AIR-BLAST CAR LOADER**, new, very best on the market; reasonable. Write or wire Standard Mill Supply Co., 1012 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Complete Nordyke & Marmon twenty-five barrel flour mill machinery can be shipped anywhere. For further particulars write I. J. Ross, Columbus, Ind.

**FOR SALE**—20-h. p. Fairbanks Morse Engine \$75.00; one Stover 10-h. p. Engine \$50.00; one Willford No. 2 Roller Mill \$50.00. Write Richardson & Leap Grain & Oil Co., Furley, Ks.

### WRITE ME

If you are in the market for good used machinery. I can supply you promptly. L. R. Veatch, 428 Pratt St., Buffalo, N. Y.

### FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

### BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

### BIG DISCOUNTS.

Motors, platform scales, belting, pulleys, conveyors, dust collectors, shafting, elevators, gears and sprocket wheels, coal elevators, etc. Let us know your wants.

Erie Wrecking & Construction Co.,  
Box 98. Erie, Pa.

### REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

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SPROUT, WALDRON & CO.,  
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## MACHINES FOR SALE.

**FOR SALE**—Union Special, Type "L", motor driven, bag closing machine. Write or wire STANDARD MILL SUPPLY COMPANY, 502 Waldheim Bldg., Kansas City, Mo.

### MACHINERY BARGAINS.

1—60 bu. No. 2 Invincible Clipper with Shoe. 2—7½ h. p., 220 volt, 60 cycle, General Electric A. C. Motors.

2 qt. Grain Tester.

Also some 5-6 and 7 in. leather and rubber belting.

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One 22" double head Bauer Bros. Ball Bearing, Motor-driven Attrition Mills; 1 Three pair high Feed Mill, excellent condition; 1 Hess Corn & Grain Drier; capacity 1,200 Bu. We own and have listed a large assortment of elevator, feed mill, flour & cereal mill equipment on which we can make you very attractive prices. It will pay you to write us before purchasing elsewhere. Standard Mill Supply Co., 1012 Waldheim Bldg., Kansas City, Mo.

## MACHINES WANTED.

**WANTED**—Good condition second hand power clipper brush seed mill. Write Box 214, North Manchester, Ind.

**WANTED**—Conveyor about 40 ft. long for unloading coal. We want a good used outfit, and must have it installed by Oct. 15th. Write Gessie Grain Co., Gessie, Ind.

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Hammer Mills, 9x30" and larger Roller Mills, Automatic Scales, Feed and Flour Mixers, Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address 63N14, Grain Dealers Journal, Chicago.

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Clark's Decimal Grain Values save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. LaSalle St., Chicago, Ill.

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# Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill.  
U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, SEPTEMBER 25, 1929

UNPROTECTED MACHINERY is so fraught with hazard to life and limb that the elevator operator should lose no time in installing all approved safeguards.

A MARGIN of profit can not be expected by the grain shipper whose accounting methods give him no clew as to the cost of getting a bushel of grain from the farmer's wagon into the terminal market scale hopper.

GOOD ROADS and larger trucks, together with combined harvesters and the urgent desire of producers to dispose of their grain quickly, is making larger truck scales a necessity in many sections.

AN ELEVATOR at Lavinia, Ia., burst last week and dropped 7,000 bus. of oats and corn onto the engine room, crushing the power plant and putting the elevator out of commission. To add more loss to the disaster, a heavy rainfall followed the bursting of the elevator and much grain was badly damaged.

WHEN a fuse blows out, it gives proof positive of an overload and this should serve as a warning to every cautious elevator operator to inspect his machinery and reduce the load before installing a new fuse. An Illinois elevator which blew two fuses in rapid succession Sept. 14 developed a case of hot flames in the cupola and went up in smoke. Installing fuses of double size or substituting a nail or heavy wire serves as an urgent invitation to the fire fiend.

THE EASIEST way always has its appeal, and so the elevator with the low down easy approach and fast dump in the driveway gets the business, other things being equal.

DUST blown on the surrounding landscape irritates the neighbors and is a total loss. A collector will save the material to be bagged and sold with screenings or other feed materials.

PRINTING on letter-heads the name of the railroad on which the elevator is located when the town has more than one line is of even more value than stating the name of the cipher code employed.

WHEN YOU FAIL to find grain trade information wanted in the Grain Dealers Journal, send us a specific inquiry and we will try to dig up the information for you. The service of our Information Buro is free.

A FEW YEARS AGO Canadian farmers were bootlegging wheat into North Dakota, and late in August this year the tables were turned when growers at Sweet Grass, Mont., paid the 12 cents Canadian duty and hauled wheat across the line into Coutts, Alberta.

PRICE RECOVERIES after every decline since harvest have encouraged wheat growers in their traditional policy of refusing to sell on a rising market. Now that September has brought a falling market will the farmers dump their wheat and subject the bulls to a crucial test?

BARLEY EXPERTS maintain that barley has always contained scabby kernels, but neither the Bremen buyers nor the Federal Supervisors of the United States grading had discovered them until German buyers bought excessive quantities on a declining market. It would seem time that this handicap to exports of United States barley be withdrawn.

GAS generated from the corn stalks on a few acres may be sufficient to provide the farmer with light and some heat as shown by an Illinois professor, but grain elevator operators in the corn belt are in no hurry to discard their electric motors in order to utilize the methane. Going back to the gas engine would seem progress in the wrong direction.

GRINDING pig and hog feed very fine so greatly increases the nutrient extracted therefrom by the live stock that all well posted feeders will be glad to patronize the elevator operator who installs a hammer mill for their benefit. One large hammer mill in the town elevator is more profitable to the dealer and the community than a score of small grinders on the surrounding farms.

DRAFTS bearing the notation that the funds are not to be commingled with the assets of the collecting bank are proving their value to grain shippers, the most recent case being that of a California bank which failed after accepting its customer's check on itself for two grain drafts. Since the receiver is sometimes slow to recognize the preference that should be given to a draft so stamped it is desirable that federal legislation be enacted making it mandatory upon bank receivers to recognize the segregation of collections when dictated by the makers of the drafts.

MANY ELEVATORS are changing hands because their present owners are unable to give that attention to the business which will insure profitable returns, so men of experience in the business are picking up some rare bargains.

BETTER ROADS are promised everywhere and are one of the changing conditions grain buyers will have to meet in the way of rush marketing after harvest and extension of competition to a wider area.

UNCOMMERCIAL conduct on a grain exchange never was so costly to the guilty party as at present, as one member of the Chicago Board learned this week when he was expelled and forfeited his \$50,000 membership. The old copy book maxim that honesty is the best policy still holds good.

THE IMPROVED quality of the Canadian wheat crop is responsible for some of the premium No. 1 Northern is now commanding over United States grades. That may be difficult for the Washington politicians and bureaucrats to understand, but any miller who is anxious to turn out a strong flour can probably explain it.

EVIDENTLY friends of grain shippers living along the railroads have all gone fishing or fallen in love for, not one of them has reported cars seen leaking grain in transit of late. Without these reports published free in each number of the Journal shippers will not know their cars leaked in transit, altho they suspect that was the cause of their shortages.

TWO EXPULSIONS recently by the Grain Dealers National Ass'n emphasize the value of a membership in that organization as a guaranty of fair dealing. The mutual trust and confidence that has characterized the grain business since the first exchanges were organized has done much to reduce the cost of doing business to its present narrow margin and still permit a profit.

PRICES ESTABLISHED in the central markets having a large volume of shipments are so necessary as a basis for trading that those few who try to go around the exchanges for the sake of a fraction of a cent apparently obtainable by a direct sale to an interior point are blind to their own interest. Such higher bids are illusive when they do not guarantee reliable grades and weights.

THE ATTRACTIVE carrying charges on grain for future delivery has induced a number of country elevator operators to add supplementary storage in the form of cylindrical tanks to safely carry the grain until the time of delivery. Illustrated in this number are two plants so equipped; one in Iowa, the other in Texas. It is notable that in each case the elevator operator has so placed the new tanks that others may be added close enough to permit spouting direct to and from the tanks. Many elevators in the wheat sections of the Southwest, failing to get cars at the height of the wheat movement, cut a hole in the side of their cupola and spouted wheat out on the ground so as to make room for the next day's receipts. While open air storage is often very expensive, especially when it rains, many users of it slipped through this year without any great loss.

# The GRAIN DEALERS JOURNAL.

ELEVATOR managers should have written authority from the directors or officers of the corporation to sell futures against grain bought and held in store, and to buy futures against grain stored for farmers but shipped out for lack of room, and sold, if they are to realize the maximum profit from the opportunities presented by the country grain shipping business.

CLOSING of the office of the central wheat buyer of the Dominion of Canada Millers Ass'n should bring no grief to sellers to whom the competition of buyers is always welcome. It is not so many months ago that the St. Louis Merchants Exchange took action against a syndicate of southeastern mills who had endeavored to centralize their buying. Any restraint of trade that prevents free competition should be discouraged by the trade organizations whenever attempted.

CLEANING grain in the country elevator has been made a profitable venture by the elevator company at Noonan, N. D., which last year cleaned 1,500,000 lbs. of screenings out of the 344,000 bus. handled, effecting a substantial saving in freight charges. Operation of the cleaning machine was one factor that helped the company to a net earning of \$31,265 last season. As long as the farmers in the Northwest will persist in producing dockage the grain buyer who takes it out at point of origin or at the terminal will find a legitimate profit in its extraction and sale.

OUR DEPARTMENT devoted to "Letters Patent" is no longer crowded with reports of patents issued on car door openers, but we do have reports of many patents issued on feed grinders and mixers. Elevator operators generally seem to have taken to this natural side line as a duck does to water, and no reports of any of them having regretted it have yet come to hand. The feed business has surely proved a profitable line for the elevator operator. Even those who fail to charge enough for the service to meet their own overhead are still glad they ventured into the new line. The old charges of 10c, 15c and 20c a hundred lbs. are no longer in vogue, and dealers who are equipped to give good service experience no difficulty in getting a profitable price for their grinding.

BARLEY prices are showing some recovery from the low prices forced by the U. S. Dept. of Agriculture's grading down the crop for alleged scab. The Department's ruling making scabby barley "Sample" that actually was of good malting quality has thrown a profit of 8 to 10 cents into the laps of maltsters who bot for their own use and not for shipment to the Germans. The fact that the scabby barley is good enough for No. 2 seems finally to have penetrated to the federal supervisors who showed a desire to remove the stigma by noting on the inspection certificate for Sample grade the words "Scabby, otherwise good enough for No. 2" or "No. 2, if not scabby." Such endorsements on the grade certificate are not contemplated by the law and only expose the vacillations of the Department of Agriculture, which got into this snarl by ill-advisedly rushing to the aid of the Bremen contract reudiators.

FIRE LOSSES due to carelessness or neglect should be made to fall upon those guilty, if we are to develop a fire risk consciousness in the public. Policyholders should be made to understand that the cost of fire protection by insurance rises as the number of fires increases, since the underwriters can pay the losses to policyholders only out of the premiums collected.

LIGHTNING is credited with having set fire to an Indiana elevator that was well protected with standard lightning rod equipment. The building was not struck but a telephone pole one mile away was shattered and poles each side of it burned so it is evident that the current ran into the first phone at the elevator and set fire to the wareroom at a point where a signal extension had been installed. It was at this point that fire was first discovered. Lightning arresters of the safest type on all wires entering elevators are essential to the protection of your property.

THE PRECARIOUS condition confronting shippers in the Northwest who sell grain delivered is apparent when we consider that Minneapolis and Duluth have 8,221,500 bus. of grain in cars on track and only 2,180,000 bus. of vacant elevator room at those points and at Superior, Wis. The owners of the grain using cars as storehouses either have no storage at point of origin or are ignorant of the facility afforded by the exchanges for the sale of the future at an extraordinary premium while holding the grain back. The effect at Minneapolis has been to put elevator buyers out of the market and to permit flour mills to make their own prices on protein wheat.

GRAIN SHIPPERS everywhere owe it to themselves and to the grain growers to oppose with all their might every effort on the part of the rail carriers to increase stop-off charges from \$6.30 to \$10.00 a car. Many other lines of trade are also interested, but the grain shippers have long made it a practice to have their grain held at diversion points so as to take the advantage of different markets. The advance in the charge to \$10.00 a car would destroy most of the advantage gained by holding at diversion points; hence every grain dealer's association should enter its protest with the Central Freight Ass'n which will hold a hearing in Chicago November 22.

## Farm Relief to Be Postponed.

The price boosting tactics that were expected of the Federal Farm Board never will materialize, Chairman Legge on Sept. 24 having informed Congress that price control would be left to stabilization corporations yet to be created, that the Board itself would not buy up the crops.

Recent utterances of the Chairman do not please the radicals in Congress, however well they may square with the law of supply and demand as understood by regular grain dealers. He does not threaten to put the middleman out of business, declaring that middlemen who are satisfactorily serving the public at a reasonable cost will in some way work into the picture. "The inefficient, whether they be co-operative organizations or independent operators, can not hope to continue permanently, and whether the passing of the inefficient operator is brought about by co-operation or competition, the results are the same."

This sentiment of the Chairman would have direct application to the proposed Farmers National Grain Corporation, intended to be the nucleus of a gigantic pool. Indeed, if the proposed pool's addition to the cost of marketing grain could be known in advance the farmers never would give its organization their support, in which event its bid for support could only be a claim to have power to raise prices artificially.

The inefficiency of pools as marketing agencies is well known to auditors who have gone thru their accounts. A toll of 14 cents per bushel for the simple operation of selling is more than any regular grain dealer who assumes the risks of ownership ever experienced on a whole season's operations. The final statement of the Kansas Wheat Pool just made public shows it to have handled 4,692,517 bus. of wheat of the 1928 crop with an operating expense of 8.21 cents per bushel. Deductions for expense the preceding season were 10.178 cents per bushel. A pool can not continue in existence side by side with an independent marketing agency doing business at a lower cost unless bolstered up by long-time growers' agreements, government discrimination in its favor and a mistaken feeling of loyalty by the producers.

RATS take a heavy toll annually from the grain dealer whose elevator is not provided with a cement-lined basement.

## Tact

A MOST important helper to the business man who has a message is tact. Tact, more easily comprehended than defined, is one of the finest aids imaginable to a man who is anxious to achieve his purpose and still leave a fine trail of good will wherever he goes. It may be aptly termed a combination of quickness, firmness, readiness, good temper and facility. Something which never offends, never excites jealousy, never provokes rivalry, never treads upon other people's toes. It is a man's best friend and helper in storm and sunshine. Probably in the ordinary business and social life, tact has conquered more worlds and won more hearts than genius.

## Getting Greedy for Site Rentals.

Transfers of elevator buildings standing on railroad ground from the old to the new owner are being taken advantage of by the Rock Island to put over on the new proprietor an increase in the ground rental.

These attempts break out sporadically when railroad managements employ a new land agent who is out of touch with the traffic department. In Indiana the P., C., C. & St. L. R. R. Co. has been trying to raise rentals this year, as stated in the Journal July 10, page 31, where the law governing in several states was given.

At one point in Kansas where the new owner forwarded his lease for transfer it came back with the rental raised from \$25 to \$47. At other points on the Rock Island a considerable increase in rental has been demanded.

Until set aside by the Supreme Court the railroads in Kansas are bound by the law enacted in 1923, which reads as follows:

That whenever a disagreement arises between the owner of an elevator or grain warehouse, coal shed, ice house, buying station, flour mill, or any other building used for receiving, storing or manufacturing any article of commerce, transported, or to be transported, situated on a railroad right of way, or on land owned or controlled by a railroad company, and such railroad company as to the terms and conditions on which the same is to be continued thereon or removed therefrom, in every such event on written application to the public utilities commission by such railroad company, person, firm or corporation the said public utilities commission shall have authority, and it is hereby made their duty, as speedily as possible after the filing of such application, to hear and determine such controversy, and make such order in reference thereto as shall be just and right between the parties under all the facts in the case which shall be enforced as other orders of said commission.

When the railroad land department is disposed to be unfair the elevator owner should tender a check reading in full for the rental in controversy, and if the railroad company refuses or returns the check, take up the matter with the Kansas Public Utilities Commission.

## Keep Water from Grain.

Last week, David J. Price of the U. S. Dept. of Agri. in an address on "Dust Explosion Hazards in Industrial Plants" before the Northwest Fire School at Minneapolis said, "Instead of removing immediately the contents of bins, in which a fire has occurred and is apparently extinguished, it would be better to flood the bin and thoroughly drench the material before undertaking to remove the contents."

When it comes to fighting fire in a grain storehouse water will do more damage in five minutes than fire will do in five hours. Grain in storage has never been known to explode, so there is no necessity for throwing water into a bin of grain; in fact, it is decidedly poor practice and does more damage quickly than if the firemen were to build a fire in the storage bin.

Such impractical advice is not helpful in any degree. Last month a fire in a concrete elevator at Berthoud, Colo., which contained considerable combustible material was attacked by a band of excited firemen who poured water into a bin which contained wheat. The grain was not on fire and gave no indication of getting on fire, but the firemen in a few minutes did more damage to the wheat than fire would have done to the grain in twelve hours. For some unaccountable reason these misguided fire fighters succeeded in soaking only one bin of grain.

It is much better to run grain which catches

fire out onto the ground, then with shovels remove that portion which is on fire. If there is no outlet from the bin to the outside, then it is much better to pull the slide and let the bin's contents fall into the basement. If there is any fire there, the grain will suffocate it or at least hold it in check and prevent very much damage being done.

The trouble with the average fire fighter is that in his anxiety to extinguish the flames, he fails to remember that water is as destructive to grain as fire and it works its damage more quickly.

## The Proposed Consolidation of Associations.

The proposition to merge the Grain Dealers National Ass'n with the U. S. Feed Distributors Ass'n under the name of the Grain and Feed Dealers National Ass'n has already received the favorable consideration of the Board of Directors of the Grain Dealers National Ass'n and doubtless will meet with approval by the Feed Distributors. The two organizations can promote their common trade interests together at much less expense than through separate efforts and at the same time wield a much greater influence in any work undertaken.

When the Grain Dealers National Ass'n was organized in November, 1896, few grain dealers had anything to do with the handling or grinding of feed, in fact, little was done in the ground feed line other than in flour mill offal. Today most of the operators of country elevators are directly interested in the feedstuffs trade as well as in the handling of unground grain.

While the National Ass'n is taking steps to increase its influence and broaden the scope of its work, it might be well also to take some definite action that would insure the Association's winning the earnest support and co-operation of all the state and local associations of grain and feed dealers. The advantages of having all the trade's association work earnestly conducted in the interests of the common good of all the grain and feed dealers is apparent to any who have knowledge of the close relationship between the two sections of the trade.

If the associated efforts of two or more dealers engaged in any line of business is good, then surely the associated effort of the two different sections of the trade through one organization will make for far greater benefits as well as reduced expenses. The problems confronting both sections of the trade with few exceptions are identical and if all members of both sections are working conscientiously for better business conditions in the trade, then surely the National Ass'n will have not only a broader view of the various problems presented, but should have a more intelligent understanding of those problems and greater success in solving them. While the proposed consolidation should add many new names to the National Ass'n membership roll, it will present many new opportunities for service to the trade and call for greater vigilance along the line of purely Ass'n work. Unprofitable ventures into the publishing field should be abandoned and the time of the Ass'n's employees devoted to a study of the trades methods, practices and conditions in the hope of bringing about surer and safer results.

## Surety Liable on Commission Merchant's Bond.

When the Woodward-Newhouse Co., of Minneapolis and Duluth failed to pay for grain shipped by the Kramer Equity Elevator the latter brot suit against the Indemnity Insurance Co., of North America, which was on the receiver's bond to the state for \$25,000.

The judgment by the district court of Hennepin County, Minnesota, was affirmed by the Supreme Court of Minnesota July 5, 1929, in favor of plaintiff, Kramer Elevator, the court saying:

Defendant asserts that there was no showing that grain was consigned for sale at Duluth. The claim is made that "it is the instructions of the shipper which alone can determine the liability \* \* \* not the actual disposition made of the cars," and also "it is the intention of the shipper which governs, and not the disposition of shipments made" by the company. With this we do not agree. It is clear plaintiff shipped the grain to the company for sale for its account; the grain was sold; the shipper had not received full payment of the proceeds, and is entitled to the balance. A fuller discussion is not necessary. The bond was breached, and the trial court reached a proper conclusion. The court found that the sales were made at Duluth, and this finding is amply supported by the evidence.

The Enge Cases, in many particulars, presented a situation similar to the one here involved and is controlling adversely to defendant contentions. After the last Enge decision the law was amended by laws 1921, c. 213, § 4, by adding: "All licensees handling grain shall keep a separate record of all cars handled on commission in such manner as the commission may prescribe. It is expressly forbidden in this act for a licensee hereunder to carry any of the accounts of grain commission business in an open account." This addition to the statute can furnish no comfort to defendant. If the company failed to comply with it, the surety cannot escape liability. The bond, as required by the statute, not only requires the company to pay, but also that it shall faithfully perform its duties as such commission merchant and shall, in all respects, observe and comply with all the laws of the state.—226 N. W. Rep. 396.

A FLAT BOTTOMED bin, as in the storage tank described and illustrated elsewhere in this number, is acceptable storage for grain only when the bin is to be emptied but once a year. In a flat bottomed bin it is too easy for old grain to remain in one corner of the bin while successive carloads are loaded out and fresh grain placed in store without actually cleaning out the bin at any time. Such a congested mass of dirt and broken kernels of grain will harbor the grain weevil and if damp will start heat damage. Another practical disadvantage is that before another kind or grade of grain can be run in a man must be sent into the bin with shovel to clean bin thoroly to prevent mixing.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 103695, leaking on side, was repaired on Aug. 24, at New Underwood, S. D., by railroad crew.—W. D. Camery.

Wabash 77044 on train No. 52 eastbound was leaking wheat at door when it passed Whiteside, Ind., at 4:30 p. m., Aug. 13.—Kern & Kirtley Co.

# Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Lien Not Good Outside of State?

*Grain Dealers Journal:* We are situated on the state line of Kansas and Missouri and receive threshed grain from customers in Kansas. Should a man file his thresher's lien in Kansas and the grain be delivered in Missouri, could we be held if we did not inquire of the Kansas recorder and paid the man for his delivery without knowledge of the lien being filed?—J. H. Braden, manager Drexel Elevator & Merchantile Co., Drexel, Mo.

**Ans.:** According to Jones on Liens, page 578a, "A statute has no force beyond the limits of the state which enacted it."

A grain buyer in Missouri would not be bound by liens filed in Kansas counties.

Missouri has also a lien law, but its protection is not extended beyond the limits of Missouri.

Liens were held to have no force beyond the state in Walworth v. Harris, 129 U. S. 355; May v. McGaughey, 60 Ark. 357; Ball v. Sledge, 82 Miss. 447.

## Formulas for Mash and Scratch Feed Wanted?

*Grain Dealers Journal:* We are interested in manufacturing poultry feed. Can you give us a couple of good formulas for laying mash and scratch feed which can be produced economically? We raise corn, oats, wheat and barley locally.—J. M. Boes, The Farmers Cooperative Union, Sterling, Kan.

**Ans.:** For laying hens the standard ration at the Kansas State Agricultural College is 200 lbs. cracked corn and 200 lbs. wheat in the scratch grain. Kafir or milo may be used as a substitute for corn in the foregoing formula for scratch grain.

The dry mash for laying hens offers more opportunity for substitution. The standard ration for the dry mash, according to the Kansas State Agricultural College, is 100 lbs. each of corn, oats and wheat ground together, to which is added 75 lbs. of high grade tankage, making 375 lbs. When wheat is high in price it can be omitted from the mash, in which case equal parts of corn and oats can be ground together and 20 lbs. of high grade tankage added to 80 lbs. of this mixture. The exact proportion of grains used is not so important as the percentage of protein. Twenty per cent of digester tankage or meat scrap added to almost any mash mixture will give good results. Oats or barley will grind much easier if mixed with another grain, as corn, kafir or wheat.

## Draft for Collection Only?

*Grain Dealers Journal:* I remember reading in the Grain Dealers Journal a report of a decision given by a State Supreme Court, I think it was Oklahoma, in which the maker of a draft was held to be preferred creditor of the bank making the collection and which failed before the maker of the draft had received proceeds of the collection. The draft carried a restrictive notation to the effect that the item was sent for collection and returns to the maker, and funds obtained from the collection were not to be commingled with the assets of the bank.

We have a case pending against a bank in California under similar circumstances and I would like to be able to give reference to these decisions and cases to our attorney who cannot locate them in his reports. We would appreciate it very much if you would give us copies of the references as carried in the Grain Dealers Journal.—T. B. Hord Grain Co., T. B. King, Secretary, Central City, Neb.

**Ans.:** The leading case is that of Kansas Flour Mills Co. v. New State Bank of Woodward, *Grain Dealers Journal*, Vol. 58, page 717, and 256 Pacific Rep. 43, in which just such a clause protected the seller.

Other cases are Baker-Evans Grain Co. v. Ricard, Vol. 60, *Grain Dealers Journal*, page

747, 267 Pacific Rep. 14; and O'Bannon v. First State Bank of Bristow, Vol. 62, *Grain Dealers Journal*, page 785, not yet reported in the law reports.

## Shrinkage Deduction on Bad Record Cars?

*Grain Dealers Journal:* On Aug. 6 we had 110,000 lbs. of wheat loaded in car B. & O. 266852, and immediately after loaded car was sealed by the freight agent. The car arrived at destination with both seals removed and a foreign seal attached on one side, and there was a shortage of 5 bus. 20 lbs. We promptly filed claim for the full amount not allowing the  $\frac{1}{8}$  of 1%.

Following is a reply to our claim from the carrier:

The  $\frac{1}{8}$  of 1% tolerance allowance to cover scale variation and moisture is provided for by tariff under which this shipment moved and over which we have no jurisdiction. It will be necessary for you to deduct this amount from your bill, amending claim accordingly, and on receipt of amended bill same will have our further consideration.

We have never been asked prior to this to deduct  $\frac{1}{8}$  of 1% in similar cases where the car had been tampered with while in route. Is the carrier correct in asking us to do this? If so we will gladly comply.—Rudy Grain & Supply Co., Clyde M. Rudy, pres., Bellevue, O.

**Ans.:** The rule promulgated by the railroad companies, effective May 1, 1927, reads: "When liability is established, there shall be deducted from the loss in weight on all grain one-eighth of one per cent of total weight of contents of the car." This, it will be observed, contains no reference to exceptions on cars not having a clear record, and can be applied by the carriers to all grain shipments where a loss in transit is claimed, on interstate shipments. In Illinois the law as interpreted by the Supreme Court in the Shellabarger case does not allow a railroad company to make any deduction for shrinkage.

A shipper has no choice but to allow the deduction, the suits attacking its legality started 11 years ago never having been pressed to a conclusion.

## Judgment on Clear Record Claim.

*Grain Dealers Journal:* Some time ago there was published a copy of a decision rendered in northern Texas on a suit brought by a grain dealer on a clear record claim. This claim was brought against the Santa Fe Ry. Co. and was for only a dollar or so, but in this case the court ruled that the claim should be paid in full along with the court costs, which were assessed against the railroad.

We have been trying to locate this decision in your numbers that we have on hand, but have been unable to do so. Will you please let us have the date that this article was published in your magazine and the page on which it appears.—The Walnut Creek Milling Co., S. O. Cowley, traffic manager, Great Bend, Kan.

**Ans.:** The two claims against the Santa Fe for \$1.34 and \$1.11 on which it had to pay attorney's fee, court costs and the claims in full were reported to the Journal by the plaintiff in the case, Pearlstone Mill & Elevator Co., Dallas, Tex., and published in "Letters" department on page 776 of Dec. 25, 1928, number. They were non-leak or so-called "clear record" claims.

By paying the judgment promptly in the lower court the attorneys of the Santa Fe cleverly managed to keep the case from coming up to the supreme court where the decision could be cited as a precedent. It will not appear in the published law reports consulted by attorneys.

In the Northwestern Reporter vol. 163, page 164, and in the *Grain Dealers Journal* vol. 39, page 130, will be found the decision by the Supreme Court of Minnesota in the clear record case of the National Elevator Co. v. Great Northern.

"Clear record" is worthless to the railroad

companies as proof, the Interstate Commerce Commission in Docket 9009, Sec. 8, on claims, having inserted the following: "The clear record of either the carrier's or the shipper's facilities shall not be interpreted as changing the burden of proof now lawfully resting upon either party."

## Means for Controlling Aegilops?

*Grain Dealers Journal:* Is there any means of controlling *Aegilops* *Ovata*, "goat grass," or "take-all" as it is commonly known around here? Our farmers declare that it kills the wheat where it grows and that the plant spreads very rapidly. The process of producing wheat seems to help it spread rather than hinder it, since the tilling implements disturb the roots, breaking them off and carrying them about the field.

Any information you can give us will be greatly appreciated.—H. A. Striegel, mgr., Bowersock Mills & Power Co., Sterling, Kan.

**Ans.:** Control of goat grass was discussed in an article on the pest by Dr. John H. Parker, Kansas State Agricultural College, in the Sept. 10 issue of *Grain Dealers Journal*, as follows:

Goat grass can certainly be controlled by practicing some form of crop rotation, even a simple one such as the alternation of wheat and a rowed crop, such as corn, or one of the sorghums. Goat grass will not persist under clean cultivation. Seeding of badly infested wheat fields to alfalfa would also destroy the goat grass. Use of clean seed wheat in fields infested with goat grass will not control this weed pest, as the goat grass ripens and scatters some of its seeds before harvest, thus infesting the next crop, even tho' wheat free from goat grass seed is planted.

## Death of F. W. Seele.

F. W. Seele, pres. of Seele Brothers Grain Co., St. Louis, Mo., and a member of the Merchants Exchange there for 30 years, died Sept. 12 of paralysis. Mr. Seele had suffered a general breakdown 3 years ago. He was in his 57th year.

Mr. Seele, who was widely known and liked in the grain trade, started his business career as a boy of 16 in the employ of Annan-Burg & Smith Co. in 1890. Later he was employed by the P. P. Williams Grain Co.

On April 1, 1906, he started business on his own account organizing the Seele Brothers Grain Co., taking in partnership a brother, W. C. Seele. Later, two other brothers, E. C. and E. W. joined the organization and in 1923 the partnership was incorporated, with M. R. Parrott joining the organization.

Mr. F. W. Seele was the keystone of the organization and its success testifies to his business ability and judgment. The company owns and operates the Western Elevator at Madison,



F. W. Seele, St. Louis, Mo., Deceased.

Ill. The firm will continue the business along the lines laid down by its founder.

Mr. Seele was the son of the late Fred W. Seele who operated a mill at Troy, Ill. The widow, four brothers and a sister survive. Burial was made in Oak Grove Cemetery, St. Louis.

## Stock Trading Begins on Chicago Board.

Promptly at 10 a. m., Sept. 16, trading in securities was inaugurated on the floor of the Chicago Board of Trade, the first transaction being made between Pres. S. P. Arnot and Vice Pres. John C. Wood.

During the first five minutes 4,000 shares of stock were traded in, and during the day 33,000 shares of one stock alone changed hands.

The 20 stocks listed are mostly local investment issues, the Board's cramped temporary quarters limiting the listing to comparatively few, such as Quaker Oats and Allied Mills. The complete list follows:

	Par	Symbol
Allied Mills, Inc.	No	AIC
Armour & Co. of Del.	\$100	AMD
Armour & Co. of Ill.	\$100	AX
Brennan Packing Co.	\$ 50	BPC
Elect. Household Util.	\$ 10	EH
Guardian Investors Corp.	No	GIC
Oscar Mayer	\$100	MAP
"	\$100	MAX
"	\$ 10	MAC
Mining Corp. of Canada	\$ 5	MIC
Nat'l Recording Pump Co.	No	NRP
Quaker Oats Co.	\$100	QPR
"	No	Q
Square D Company	No	SDA
"	No	SDB
Sundstrand Mach. Tool Co.	No	SMT
U. S. Cold Storage Co.	No	UCS
William Wrigley, Jr.	No	WWJ

Trading continues daily until 3 p. m., one hour later than in New York, and on Saturdays to 12 noon.

The trade has the benefit of the private wire system of Board of Trade firms reaching 536 towns and cities, of which 226 are tapped exclusively by this system. More than one hundred Board of Trade firms are also members of the New York Stock Exchange and more than 50 members of the Chicago Stock Exchange are also members of the Board of Trade. The Chicago Stock Exchange has ruled that its members may turn over business to the Board of Trade, the Board member to receive the entire commission.

### Commission rates on stocks are:

Price, sell-ing under	Rate per share, cents
50 cents	As agreed
50c to \$1	Not less than 3
\$1 to \$10	Not less than 7½
\$10 to \$25	Not less than 12½
\$25 to \$50	Not less than 15
\$50 to \$75	Not less than 17½
\$75 to \$100	Not less than 20
\$100 to \$200	Not less than 25
\$200 to \$250	Not less than 30

Specialists have been named to handle trades at each of the four posts, namely: David H. Annan, P. A. Copenhaver, E. H. Bagley and Thos. G. Crilly.

Present at the opening were the officials of 10 stock and commercial exchanges of eight cities, who in the evening were guests of the Board of Trade at a dinner in the Chicago Athletic Club.

## Another Business Problem for the Politicians.

Some U. S. Senators can't understand why wheat at Winnipeg is higher than in Chicago.

A difference of 13 cents yesterday between Chicago and Winnipeg December. May be the fact that trades in Winnipeg are not "policed" and it's not necessary for anyone to tell the government what they are doing, as is the case in our country. The same Senators claim grain men have absorbed all the storage room so that farmers are forced to sell their wheat. Well, why not fix up storage room for the farmer right on the farm?—Zahm's Red Letter of Sept. 14.

### Expelled from National Ass'n.

The Adair Grain Co., Wichita, Kan., and the Geo. W. Young Co., Owosso, Mich., have been expelled by the directors from membership in the Grain Dealers National Ass'n for refusal to arbitrate.

The California Milling Corporation, Los Angeles, Cal., sought to arbitrate a difference with the Adair Co.; and the Consolidated Feed & Grain Co., Buffalo, N. Y., was the plaintiff against the Young Co.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 8-10.—Southern Mixed Feed Ass'n, Peabody Hotel, Memphis, Tenn.

Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

Oct. 16. U. S. Feed Distributors Ass'n, Peoria, Ill.

Oct. 17-19.—Nebraska Farmers Elevator Ass'n, Lincoln Hotel, Lincoln.

Oct. 29-30.—Nebraska Ass'n of Grain Elevator & Mill Operators, Lincoln Hotel, Lincoln, Neb.

Dec. 10-12.—Farmers Elevator Ass'n of South Dakota, Cataract Hotel, Sioux Falls, S. D.

### Program for Nebraska Meeting.

The first annual meeting of the Nebraska Ass'n of Grain Elevator and Mill Operators will be held at the Lincoln Hotel, Lincoln, Neb., Tuesday and Wednesday, Oct. 29 and 30.

The first session will open at 1:30 p. m. Tuesday with an address by Pres. T. B. King, Central City. Reports of Sec'y Campbell and Treas. Cobe S. Venner will be read and considered. Following the reports the president will select the committees on organization and resolutions.

Jack Baker, Hutchinson, Kan., ass'n traffic representative, will report on the progress of the work and offer further suggestions as to how to make the department more useful.

Prof. P. H. Stewart, extension agronomist of the Nebraska College of Agriculture, will talk on "Our Mutual Problems."

"Fire Prevention in Country Elevators" is the topic that will be handled by C. H. Brasee of Omaha.

Harry Clark, chief inspector of the Omaha Grain Exchange, will deal with the practical features of grain inspection. All of these subjects will be open for general discussion.

The banquet at 6:15 p. m. Tuesday will be followed by an address by John E. Curtiss, chairman of the Nebraska State Railway Commission.

H. J. McLaughlin, sec'y of agriculture, will address the convention Wednesday morning.

"Trade Ass'n a Necessity" is a subject of prime importance. This topic will be handled by C. D. Sturtevant, pres. of the Trans-Mississippi Grain Co. and ex-pres. of the Grain Dealers National Ass'n.

The election of officers and adoption of resolutions will be attended to at the session Wednesday.

Consolidation of the three leading potato firms with assets totaling \$800,000 has been effected. They are Albert Miller & Co., Chicago, Albert Miller & Co. of Grand Rapids and the A. M. Penney Co. of Waupaca, Wis. The new firm will be known as Albert Miller & Co. and general offices will be established in Chicago. The company will control 350 warehouses in the Northwest and West. H. Percy Miller will be pres. and J. F. Jardine, formerly pres. and general manager of the Penney Co., will be vice-pres.

### G. D. N. A. Conventions for 34 Years.

1896, Nov. 9, Chicago, Ill., Ass'n organized.
1897, June 29-30, Des Moines, Ia.
1898, Nov. 2-3, Chicago, Ill.
1899, Oct. 18-19, Chicago, Ill.
1900, Nov. 20-21, Indianapolis, Ind.
1901, Oct. 2-3, Des Moines, Ia.
1902, Oct. 1-3, Peoria, Ill.
1903, Oct. 6-8, Minneapolis, Minn.
1904, June 22-24, Milwaukee, Wis.
1905, June 2-3, Niagara Falls, N. Y.
1906, June 4-5, Chicago, Ill.
1907, Oct. 2-3, Cincinnati, O.
1908, Oct. 15-17, St. Louis, Mo.
1909, Oct. 6-8, Indianapolis, Ind.
1910, Oct. 10-12, Chicago, Ill.
1911, Oct. 9-11, Omaha, Neb.
1912, Oct. 1-3, Norfolk, Va.
1913, Oct. 14-16, New Orleans, La.
1914, Oct. 12-14, Kansas City, Mo.
1915, Oct. 11-13, Peoria, Ill.
1916, Sept. 25-27, Baltimore, Md.
1917, Sept. 24-26, Buffalo, N. Y.
1918, Sept. 23-25, Milwaukee, Wis.
1919, Oct. 13-15, St. Louis, Mo.
1920, Oct. 11-13, Minneapolis, Minn.
1921, Oct. 3-5, Chicago, Ill.
1922, Oct. 2-4, New Orleans, La.
1923, Oct. 1-3, Des Moines, Ia.
1924, Sept. 22-24, Cincinnati, O.
1925, Oct. 12-14, Kansas City, Mo.
1926, Oct. 18-20, Buffalo, N. Y.
1927, Oct. 10-12, Omaha, Neb.
1928, Sept. 24-26, Boston, Mass.
1929, Oct. 14-16, Peoria, Ill.

### New Pres. of Winnipeg Exchange.

W. A. Murphy of the Reliance Grain Co., Ltd., who has been elected pres. of the Winnipeg Grain Exchange, has been connected with the Canadian grain industry for many years. In 1911 he formed a partnership with Sidney T. Smith under the name of Smith, Murphy & Co., Ltd., and this company was absorbed by the Reliance Grain Co., Ltd., in 1927.

Business activities of Mr. Murphy include: vice pres., Province Elevator Co., Ltd.; director, Northern Trust Co.; director, The Canadian Fire Insurance Co., Ltd.; director, Grain Insurance & Guarantee Co., Ltd., and director, Canadian Indemnity Co., Ltd.

Mr. Murphy was born in Carberry, Man., Sept. 11, 1884.

The election to the Exchange presidency was on the anniversary of his birth.



W. A. Murphy, Winnipeg, Pres. Elect, Grain Exchange.

## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Larger Truck Scales a Necessity.

*Grain Dealers Journal:* In the Aug. 25th issue of your Journal I read with interest your article by Ed Jackson re Twenty Ton Truck Scales fast becoming a necessity according to Sam Gilson, master mechanic of the Turner Hudnut Co., in which he explains necessity of having to buy a 20-ton scale for their elevator at Lacon, Ill.

I would like to tell about our experience with scales before we finally decided to replace our 4-ton Fairbanks wagon scale with a new 15 ton 18'x9' Fairbanks type S scale equipped with full capacity beam of 37,000 lbs., or  $\frac{3}{4}$  tons. We are not yet fortunate enough to be located on a hard surfaced road. In fact, we are not yet even on a graveled road.

Before deciding on the type and size of our new scales we called on some of our neighbors for advice and learned that even 16 ft. long scales were too short. To make a long story short we decided to install the 20 ton scale mentioned. We feel due to the experience we have had we can safely recommend that grain dealers be careful in placing their orders for future scale needs, as grain trucks are becoming larger, heavier and better.—J. E. Abney, mgr., Farmers Elevator Co., Lowder, Ill.

### For Graduated Commissions on Grain.

*Grain Dealers Journal:* In starting their new stock market I observe that the members of the Chicago Board have carefully adjusted the commission charges to what the business will stand.

The same principle could be applied to com-

### J. Villardson Passes Away.

J. Villardson, sec'y of the Security Elevator Co., Ltd., and connected with the company since its inception, died Sept. 19 at Winnipeg. Until recently he had been the Norwegian vice consul at that place.

Pres. W. S. Murphy made sympathetic reference to Mr. Villardson when trading was suspended for a brief interval on Sept. 20.



J. Villardson, Winnipeg, Man., Deceased.

mission on grain future trades in fairness to the patrons of the Board.

I refer to the schedule of rates on active stocks, which range from 3 cents per share for those selling under \$1 to 30 cents for those selling at \$200 and over per share.

Under the stock schedule the commission on 50 shares of stock selling at less than \$50 is \$7.50. On a corresponding 5,000-bu. lot of oats the commission would be reduced from the present charge to \$7.50.

The commission on 50 shares of stock selling at under \$100 is \$10; and on the corresponding quantity of 5,000 bus. corn selling under \$1.00 the commission would be reduced to \$10.

The commission on 50 shares of stock selling under \$200 is \$12.50, and on the corresponding quantity of 5,000 bus. of wheat would be \$12.50, just as at present. Under the sliding scale, if wheat got below \$1 per bushel the commission would drop to \$10 on a 5,000 bu. lot. When wheat got above \$2 per bushel the commission would be boosted to \$15, but in such an active market we all would be glad to pay it.—John W. Tiffany.

### Inspectors Should Stop Tainting Barley With Scab.

*The Grain Dealers Journal:* A situation has arisen in the matter of government inspection of barley that calls for drastic action on part of the trade in the grain centers, the grain dealers and the barley growers. The department of Agriculture at Washington apparently has issued instruction to the various inspection departments to grade barley that shows traces of so-called "scabby berries" as "Scabby, otherwise No. 2, No. 3 or No. 4," as the case may be.

This manner of inspection, absurd on the face of it, is curtailing the feed demand for barley and is lowering its value to the direct injury of the producer. The absurdity in this manner of grading barley is best shown by the market value in the grain centers where barley inspected "Sample Grade" daily sells at liberal premiums over barley that is given a straight grade. It often sells at 5 to 10c premium over No. 3 or No. 2 barley.

As a large proportion of the barley received in the Chicago market is used for the manufacture of malt under the most exacting tests, the fact that malsters report average germination of from 90 to 95 per cent in their purchases, much of it from 95 to 100 per cent, shows conclusively that barley of the crop of 1929 is normally sound and free from "scab" and other damaged grain, and that it should be inspected No. 2, No. 3, or No. 4 barley, with few exceptions.

The Washington Department in going to the extreme in its technical interpretation of damage by "scab" is ignoring the practical side of the barley trade and lowering the value of the farmers' product because one crop, that of 1928, showed more than usual of "Scab" or "Scale" that exists in a greater or less degree in every barley crop.

Laboratory tests by the Agricultural Colleges of four states agree that even the damaged barley of the crop of 1928 was fit for feed to hogs and cattle, but that somewhat smaller proportions, in conjunction with other feed, should be fed. The fact seems to be that barley should never be fed by itself, that a mixture with other feeds gives best results.

In any event the trade is entitled to a "grade"

on its barley. It is either No. 2 or No. 3 barley, or it is not. The dual grade means nothing and the practical value should be the determining factor.—A. L. Somers, Chicago, Ill.

### Why Bremen Buyers Repudiated Their Contracts for American Barley.

*Grain Dealers Journal:* In the *Grain Dealers Journal* for August 25th, page 236, appears an article headed "Our Pig Poisoning Barley Shipped to Germany," written by Mr. Edgar Eichholz of Eichholz & Loeser, Hamburg. This article represents the German Importers' viewpoint regarding the American No. 2 Barley which was shipped to Germany during the Fall of 1928. We have not seen any American Exporters express their views in your Journal and we would appreciate having the opportunity to present to your readers the facts relating to the American No. 2 Barley business in Germany during the Fall of 1928, which business had such calamitous results for the American Exporters as well as for the interior Barley dealers.

As early as February, 1928, the German Importers commenced to buy American No. 2 Barley for shipment during the months of October, November and December, 1928. All during the late Winter and into June the German Importers continued to buy large quantities of American No. 2 Barley for Fall shipment at prices ranging from 114.00 Guilders per 1000 kilos down to a price of 105.00 Guilders per 1000 kilos c.i.f. German Ports. It was estimated in German newspapers that Bremen Importers alone had contracted to buy approximately 300 thousand tons to be shipped during the period of October, November and December, 1928.

It is a well known fact that the United States as well as the Dominion of Canada in the year 1928 raised bumper crops of Barley, with the result that the price of Barley during the months of July, August and the first part of September, declined considerably. As a matter of fact, American No. 2 Barley on about June 30th was worth 93c per bushel c.i.f. Buffalo, while two and one-half months later this same Barley could be bought at around 65½c per bushel c.i.f. Buffalo.

In the middle of September, we, ourselves, had one shipment of 30,000 bushels of No. 2 Barley afloat to Germany which Barley was shipped from Galveston (this quality Germans have never barred) and due to an absolute lack of demand for Barley in Bremen, as the Bremen Importers already had covered their requirements at high prices, we were compelled to sell this Barley at 87.50 Guilders per 1000 kilos c.i.f. Bremen. This will illustrate the enormous decline in Barley prices which had taken place.

During the latter part of August and before it was claimed the American Barley was injurious to the German pigs, there were several failures of Barley Importers in the Bremen district. These failures were caused by the decline in the Barley prices and more or less reflected the conditions of the small interior dealers in Germany, who were unable to pay for the Barley which they had contracted for from the Bremen Importers at prices anywhere from 20 to 25c a bushel above the market price at time of delivery.

About the middle of September when the market was at its lowest, we received cables from Bremen complaining that there was something the matter with the new crop American No. 2 Barley, alleging that the Barley was poisoned, and that the pigs were becoming sick and dying after eating the Barley. As specific shipments were mentioned, we, of course, investigated and discovered that one of the shipments complained about consisted of 100 per cent bonded old crop Canadian Barley, which quality Germans have never barred. That is, 1927 Canadian Barley that had been shipped from Fort William through in bond to the Seaboard

and had been regraded under United States Standards at the Seaboard as No. 2 Barley Federal Standard. However, the result of these complaints was that the Bremen Importers through their Import Association, called a general meeting in which the Bremen Importers, with one or two exceptions, decided to refuse to honor any documents on American No. 2 Barley; in other words, decided to repudiate all contracts which they had entered into.

The situation on this side of the water became extremely serious. American Exporters had millions of bushels of Barley bought against their sales in Germany and had ocean freight engaged. Quite a number of shipments went forward to Bremen but, when the documents arrived in Bremen, the buyers simply refused to lift the documents, altho the documents were in order and called for the grade which the Exporters had contracted to deliver. It was at that time impossible to make any progress as to settlement of the open contracts with the Bremen Importers. They refused to lift the documents. They refused to sell the grain back, altho the American Exporters were bidding from four to five cents a bushel above the market value of the grain. In other words, the American Exporters were placed in this position: they had contracted for large quantities of American No. 2 Barley which they knew if they shipped, the documents would be rejected and they would then be compelled to sell the grain out for account of whom it may concern and establish the loss, which loss at that time, due to the decline in the market, amounted to from 20 to 25c a bushel. The Exporters could not buy the contracts back, and if they elected not to ship the contracts, it would simply mean they defaulted and that would mean making a present to the Bremen Importers of the difference between the contract price and the market price.

In the early part of October, the Bremen Importers commenced to show more willingness to cancel their contracts, although the American Exporters were compelled to pay five to six cents more than the same goods would have cost to lay down in Bremen; and besides this, the Exporters had to suffer heavy losses due to cancelling the ocean freight or have the ocean freight diverted to other ports.

It was fortunate that there was an excellent demand for American No. 2 Barley all through the Fall of 1928 and all through the Spring of 1929 from the United Kingdom, Holland and Belgium. It is contended in Germany, as also by Mr. Eichholz, that the reason why other countries did not complain was due to the fact that they had bought comparatively small quantities of American No. 2 Barley. However, these arguments are not borne out by actual facts and figures. From Sept. 1st, 1928, to Dec. 1st, 1928, there was shipped from the two principal Atlantic Ports a total of 17,610,000 bushels of American No. 2 Barley out of which 7,078,000 bushels were exported to Rotterdam, 3,500,000 bushels to Bremen, 3,300,000 bushels to Antwerp, 1,400,000 bushels to Hamburg, 2,282,000 bushels to United Kingdom, the last named which went to the following ports: Avonmouth, Liverpool, Glasgow, Plymouth, London, Hull, Dublin, Swansea, Manchester, Belfast, Newcastle and Cardiff, and 50,000 bushels to Naples, Italy.

Out of the Bremen shipments it must be kept in mind that several cargoes that were cleared for Bremen were diverted to other ports. As a matter of fact, we know of two cargoes that carried a total of 660,000 bushels that were diverted from Bremen to Antwerp and Rotterdam. (The demand from Rotterdam, Antwerp and U. K. in spite of the Bremen difficulties, continued all through the Fall of 1928 and all through the year of 1929.) To our knowledge, there were no complaints and no claims of any kind made on the American Exporters by the buyers of American No. 2 Barley in the U. K., Holland or Belgium.

During the month of December, 1928, when most of the old contracts with Germany were settled and the prices of American No. 2 Bar-

ley were still rather low, we, ourselves, had both from Hamburg and Bremen merchants several bids on American No. 2 Barley. Naturally, in view of our past experience, we were not anxious to sell any American No. 2 Barley to Germany unless payment was to be made by irrevocable Letter of Credit, to be opened on acceptance in New York. If we had not insisted on this payment, Germany would have bought American Barley altho the various Associations in Germany took vigorous steps to prohibit their members from buying American Barley so as to make it appear that this barley was unsalable. The members were even prohibited to bid on the American barley which was sold out in Bremen due to buyers default and any member who bought American barley was subject to heavy penalties.

It is a well known fact now that at the beginning of the trouble in Germany, the German Government decided it would not permit the American No. 2 barley to enter into Germany unless it passed the German inspection. This inspection consisted of feeding the barley to the pigs at the German border. If the pigs did not eat the barley, the barley was declared unsound, and, consequently, the barley was not permitted to enter into Germany. These tests were in the highest degree unreliable. As an example, we may mention that one lot of barley would be rejected at the first test; but at the second test, the same lot of barley would be passed. In other words, it depended on the mood and humor of the pigs at the moment they were fed with this barley. Later the German regulations were changed so that it was only permitted to make one test, and if the barley did not pass the first test, it could not be tested again; consequently, it was not allowed to enter into Germany.

At the Arbitration in London the Court in England found as a fact that some of the German pigs thrived and gained in weight on being fed American barley, while others lost in weight and refused to eat American barley, but the Court also found that these tests were all inconclusive because some of the pigs in Germany that had been used for testing the barley were suffering from Swine Fever. In proof of this, the following is quoted from the testimony of Professor Popp, a star witness for the German side before the Arbitration in London:

The cross examination was conducted by Mr. Dickinson, counsel for the North American Export Grain Association:

**Question**—Mr. Dickinson: Now I will ask you something else about these experiments you made with the pigs at Mr. Oehlmann's establishment. Have you got your report of October 22?

**Answer**—Prof. Popp: Yes.

**Q.**—I would like you to have it before you. Have you it in German. A.—Yes.

**Q.**—Will you turn to the table on page 3. Before I ask you about the figures in this table, you would agree with me, would you not, that this experiment at Mr. Oehlmann's establishment is subject to a lot of suspicion? A.—Yes.

**Q.**—Because the pigs had been suffering and might still be suffering from swine fever? A.—That is not correct in this manner, that is not the only cause why these tests cannot be considered quite as they ought to be.

**Q.**—That is one of the reasons? A.—Yes.

**Q.**—And a very substantial reason? A.—No, for the sickness of the pigs had been enhanced with feeding by a bad barley.

**Q.**—Listen: Two of the animals, one of which died and the other one being very ill and it had been killed immediately before its natural death, were dissected and showed as cause of the illness chronic swine fever. As, moreover, several other pigs in this shed were coughing, it must be assumed that the swine fever is prevalent among the other animals also in the same sheds. For all these reasons, the results obtained from the experiments must alone be very carefully considered? A.—Yes.

**Q.**—Surely you are putting down this swine fever which is chronic and the coughing as substantial reasons for regarding these experiments with suspicion? A.—Yes, that is so.

**Q.**—Now take the table. The first column merely gives the numbers of the experiments? A.—Yes.

**Q.**—The second one gives the fodder mixture? A.—Yes.

**Q.**—The third one gives where the barley came from? A.—Yes.

**Q.**—The next one gives the duration of the feeding? A.—That is so.

**Q.**—Then the next one gives the number of animals? A.—Yes.

**Q.**—Then the next one gives the weight at the start? A.—Yes.

**Q.**—The next one gives the weight at which they finish? A.—Yes.

**Q.**—Then the next one gives the increase or the decrease in weight? A.—Yes.

**Q.**—Then the next one gives the average daily increase per day per animal, that would be in grammes? A.—Yes.

**Q.**—And the last column gives the food consumption. Would that be in kilos? A.—Yes, kilos.

**Q.**—Let us turn to No. 10. There we start with 7 pigs, and we feed them with a mixture of 90 per cent Moroccan barley and 10 per cent fish meal. We have heard this Moroccan barley is such good barley. A.—Yes.

**Q.**—And we get an increase in weight of only 3 kilograms? A.—Yes.

**Q.**—On a consumption of 153 kilos of food? A.—Yes.

**Q.**—Now take No. 5. I am going to ask questions about the others later, but answer my question first.

**Q.**—Now may I go to No. 5. Here we have the pigs being fed on "Melmore Head" barley, which was condemned, and we find them putting on 39 kilos in weight? (Explanation: "Melmore Head" is a steamer on which No. 2 barley F. S. was shipped.) A.—Yes.

**Q.**—On a consumption of 150 kilos? A.—Yes.

**Q.**—They ate less of this bad barley, you observe that? A.—Yes.

**Q.**—They ate less and they put on nearly ten times as much weight, do you observe that? A.—Yes.

**Q.**—It is rather an advertisement for the American barley, in that case, is it not? A.—No, not at all.

**Q.**—Although the pigs put on more weight with the American barley than the Moroccan barley? A.—No.

## New Chief Grain Inspector at Galveston.

George E. Edwardson, appointed chief inspector in the grain dept. of the Galveston Cotton Exchange and Board of Trade, has enjoyed a wide experience in his work. He has been with the federal grain supervision service for 12 years, being in Kansas City 9 years with the exception of short periods at the Salina and Hutchinson markets and for the last three years has served in Galveston as grain supervisor. Mr. Edwardson resigned as supervisor to accept his new post. H. A. Wickstrom, chief inspector for 20 years, retired recently because of ill health.



Chief Inspector Geo. E. Edwardson,  
Galveston, Tex.

# The GRAIN DEALERS JOURNAL.

In the month of October there was about 15,000 tons of the so-called rejected American No. 2 barley in German ports. These stocks decreased rapidly and today there are 6,000 tons which quantity is owned by one firm in Bremen. We, ourselves, had some of this rejected No. 2 barley in Bremen which we sold to Holland at the same price parity at which Dutch importers could buy shipments direct from the United States. The German propaganda against the American No. 2 barley did not seem to scare other European countries from buying American barley.

Mr. Eichholz in his article mentioned that the American exporter has not lost much money on this barley business in Bremen as the arbitrations have gone in favor of the American exporters. Mr. Eichholz overlooks the fact that the American exporters were compelled to pay enormous prices to cancel the open contracts. They were compelled to ship cargoes unsold to other markets as the ocean freight was booked.

We can only agree with your article in your Journal of July 10th that it is surprising that Germany who was the smallest importer of American barley last year, should be able to have such an influence in the grading of American barley.

So far as the money question is concerned, the Bremen importers liquidated their high priced contracts at the expense of the American exporters and it cannot be condemned enough that the Bremen importers were the first merchants who in a body took it upon themselves to repudiate International Grain Contracts without any cause. Actual clearances of American No. 2 barley from this country show that other barley importing countries continued to take American barley in larger quantities. In striking contrast and in all justice it should be said that the merchants in Hamburg at the very beginning adopted a different attitude, and it was stated officially that it was against the honor of the Hamburg merchants to refuse to

## R. F. Edmond Dead.

R. F. Edmond, for many years a prominent figure in the Canadian grain trade and vice pres. and gen. mgr. of the Grand Trunk Pacific Elevator Co., Ltd., died unexpectedly Sept. 15 at his home in Winnipeg.

The Grand Trunk Pacific elevator is one of the largest grain storage and handling plants at Fort Williams, Ont.

Mr. Edmond was in his 65th year. As a mark of respect from members of the Winnipeg Grain Exchange all trading on the exchange was suspended for a brief interval Sept. 16.

Burial was made in Minneapolis, Minn.



R. F. Edmond, Winnipeg, Man., Deceased.

pay the documents. The Hamburg merchants stood ready to fulfill their contracts.

It would be presumptuous for us to cast suspicion upon the authenticity of the claim made by Mr. Eichholz that: "Mr. Jardine as well as Mr. Besley admitted, contrary to what you write in your paper, that the claims were justified indeed, inasmuch as they have found out meanwhile that a certain 'FUNGUS ROSARIUM' is responsible for all the trouble." This is something for these high Government officials to contradict. We ordinary mortals will make this comment: that although millions of bushels of this barley shipped from North America during the fall of 1928 were rejected in Bremen, yet the same identical barley shipped during 1929 from North American ports passed the German inspection and was sold in Bremen. A few firms on this side (and one in particular) made these shipments; as the American exporters, in general, refrained from shipping or selling barley to Germany excepting certificate of inspection final No. 2 Barley Federal Standard.—Very truly, Canada Atlantic Grain Export Co., Inc., Kaj. Christensen, Secretary, New York, N. Y.

## Individual Important in Business.

*Grain Dealers Journal:* Department of Commerce and milling reports show that the flour demand and total amount of flour sales is below normal, and has been for several months. Yet a certain southwestern mill has enjoyed the most profitable and extensive business in its history. Even now it has sold up to the first of the year a greater volume of flour than it can produce with its present milling capacity. A large share of its present prosperity is due to advertising.

It is the old story of the individual with alert managing ability and untiring industry. Individual thought and enterprise puts a business at the top. More independent thinking and less trailing on the part of managers must manifestly increase the business and the profits in the grain and milling trades.—S. J.

## Looks Up Credit Rating.

*Grain Dealers Journal:* While I was in a Kansas elevator office the other day, I overheard the manager phoning to several business people about town asking for their experiences in extending credit to a certain Mr. So-and-So who wanted to buy a bill of feed from him on time. The answers were all favorable. After

the dealer had made four separate and distinct phone calls he told the certain Mr. So-and-So that his credit rating was all right, and he could have the feed.

This situation is unusual enough to be worthy of mention. The elevator manager did not trust first and depend upon experience to teach him whether the patron was likely to pay honest debts. He investigated first and extended credit afterwards.

Such caution on the part of all grain dealers who sell sidelines would save them from a lot of costly "experiences."—Southwestern Traveler.

## Not Prepared to Back Up Tolerance in Addition to Natural Shrinkage.

*Grain Dealers Journal:* I have been on vacation and upon return have for reply your letter of Aug. 30. I cannot answer your questions "Yes" or "No" because to do so might result in some unnecessary controversies.

On grain shipped from market to market, weighed over accredited scales at both ends, independently supervised, we do not ask for anything more than the published percentage allowance. Whether we ask for more than that on perfect record cars from country points to market points depends upon the facts developed in each case. You no doubt are familiar with the methods employed at country loading elevators and know that the practices and records vary greatly, and that all of them are not entitled to the same degree of credit for accuracy that may be true with some of them. At any rate, that has been our experience over a number of years, and we try to do substantial justice according to the facts developed in each claim.—H. C. Pribble, general claim agent, A., T. & S. Fe. Ry. System, Topeka, Kan.

More than 1,000,000 copies of Senator Borah's June speech on farm relief have been distributed postage "free" under the courtesy of the senator's congressional frank. Copies also have been distributed "free" by radical senators. The speech was an attack upon the farm marketing bill because it did not contain a debenture feature. This "free" distribution for a political purpose and with the approval of Borah will add \$25,000 to the postal deficit. The general taxpayer, forced to foot the bill for many freak farm relief schemes, will soon be tiring of the political bleeding heart farm show and demand some return on his investment.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

### WHEAT.

	Sept.												
Chicago	10	11	12	13	14	16	17	18	19	20	21	23	24
Kansas City	141 1/2	143 1/4	143 1/4	142 1/2	139	139 1/2	138 1/2	138 1/2	137 1/2	136	135 1/2	133 1/2	
St. Louis	134 1/2	137	137 1/2	137 1/2	136	133 1/2	133 1/2	132 1/2	133	131 1/2	130 1/2	128 1/2	
Minneapolis	139 1/2	141 1/2	142	141 1/2	140 1/2	137	137 1/2	137 1/2	136 1/2	135 1/2	134 1/2	134 1/2	
Duluth (durum)	125 1/2	127 1/2	129 1/2	128 1/2	126 1/2	123 1/2	125	124 1/2	124 1/2	123 1/2	122 1/2	123 1/2	
Winnipeg	153 1/2	156	158 1/2	157	154 1/2	151 1/2	151 1/2	150 1/2	149 1/2	149	147 1/2	144 1/2	
Milwaukee	141 1/2	143 1/2	144	143 1/2	142 1/2	139 1/2	139 1/2	138 1/2	138 1/2	137	136 1/2	135 1/2	

### CORN.

Chicago	100 1/2	102 1/2	101 1/2	101 1/2	100	99 1/2	99 1/2	98 1/2	98	97	96 1/2	95
Kansas City	98	99 1/2	98 1/2	98 1/2	97 1/2	96 1/2	97	96 1/2	95 1/2	94 1/2	93 1/2	92
St. Louis	100 1/2	102 1/2	101 1/2	101 1/2	100	99 1/2	99 1/2	98	97	96 1/2	95 1/2	95
Milwaukee	100 1/2	102	101 1/2	101 1/2	100	98 1/2	99 1/2	98 1/2	97 1/2	96 1/2	96 1/2	95 1/2

### OATS.

Chicago	54 1/2	55 1/2	55 1/2	55 1/2	54 1/2	54 1/2	54 1/2	54 1/2	54	53 1/2	53	52 1/2
Minneapolis	51 1/2	53 1/2	53 1/2	52 1/2	51 1/2	51 1/2	51 1/2	51 1/2	51	50 1/2	50 1/2	50 1/2
Winnipeg	69 1/2	71	70 1/2	70 1/2	70 1/2	70 1/2	71	71	70 1/2	70	69 1/2	70 1/2
Milwaukee	54 1/2	55 1/2	55 1/2	55 1/2	54 1/2	54 1/2	54 1/2	54 1/2	54	53 1/2	53 1/2	52 1/2

### RYE.

Chicago	109 1/2	111 1/2	112	111	110 1/2	109 1/2	109 1/2	108 1/2	108 1/2	107 1/2	107 1/2	107 1/2
Kansas City	104 1/2	106	106 1/2	106 1/2	104 1/2	103 1/2	104 1/2	104 1/2	103 1/2	102 1/2	101 1/2	101 1/2
St. Louis	104	105 1/2	106	105 1/2	104	103 1/2	103 1/2	103 1/2	102 1/2	102 1/2	101 1/2	101 1/2
Milwaukee	112 1/2	114 1/2	115 1/2	114	113 1/2	110 1/2	111 1/2	111 1/2	111	110 1/2	109 1/2	109 1/2

### BARLEY.

Chicago	71 1/2	72 1/2	73 1/2	72 1/2	71 1/2	70 1/2	70 1/2	70 1/2	70 1/2	69 1/2	68 1/2	68
Winnipeg	79 1/2	81 1/2	81 1/2	80	78 1/2	77 1/2	78 1/2	78 1/2	78 1/2	76 1/2	75 1/2	75 1/2

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Avoca, Neb., Sept. 16.—Plenty of old corn back in the country to move.—Marquardt Elvtr., Fred Marquardt.

Philadelphia, Pa.—An embargo, effective at midnight Sept. 5, was placed on the Twentieth street elevator here by the Reading Co. because of congestion.

Baltimore, Md., Sept. 17.—Exports of wheat for the first 8 months of the calendar year totaled 10,230,100, compared with 6,982,368 for the corresponding period of 1928.

Loadings of grain and grain products for the week ended Sept. 7, were 45,725 cars, a reduction of 12,148 cars under the corresponding week last year and 11,928 cars under the same period in 1927.

Winnipeg, Man., Sept. 16.—The Alberta Wheat Pool is offering a bonus of 2c a bu. on wheat held on farms until Dec. 2. The action is intended to restrict the glut of wheat. The farmers who accept will pay themselves 2c for holding their own grain.

Indianapolis, Ind., Sept. 9.—Corn and oats receipts during August were the highest on record during the past 25 years. Somewhat over 5,000 cars were received at this market during that period.—W. H. Howard, secy., Indianapolis Board of Trade.

Presho, S. D., Sept. 21.—Very little old corn left in country elevators in South Dakota and we look rather big premium to be paid for it after October 10 for shipment to country points. We are saving 8 cars but most South Dakota elevators are saving no corn altho many of them are saving oats until next spring to get the carrying charge.—Fruen Grain Co., Bob Fruen.

Denver, Col., Sept. 11.—Receipts, in cars, at Denver during August were: wheat, 1,038; corn, 223; oats, 42; rye, 3; barley, 162; kafir-milo, 5; mixed grain, 1; beans, 12, and hay, 47, compared with wheat, 1,361; corn, 207; oats, 87; rye, 2; barley, 118; mixed grain, 4; beans, 17, and hay, 82, in August, 1928. Shipments were: wheat, 39; corn, 69; oats, 18; barley, 70; mixed grain, 1, and beans, 8, compared with wheat, 72; corn, 55; oats, 28; barley, 14, and beans, 21, in August, 1928.

### Will Export Grain via Hudson's Bay Route.

It is announced that Churchill is to have a two million bushel grain elevator ready for service by the fall of 1931. This is double the size of the elevator originally planned and is a large undertaking for a start when it is realized that the capacity is almost one-sixth that of Vancouver and almost one forty-fourth of that at head of the lakes. Experience alone can decide whether the Bay Line will attract a sufficient volume of shipments away from the Lakes route. In the meantime plans are being made for utilizing the natural resources of the country to provide both a source of wealth and possible return freight traffic sufficient for Canada to derive a fair return for her investment in the railroad.—Grain Trade News.

### Wheat Stocks Accumulating.

Kansas City, Mo., Sept. 21.—Wheat stocks continue to accumulate in North American territory at a rapid rate, some prophesying that the total visible for Canada and the United States will amount to 350 million bushels or more by the time the Canadian crop stops moving, which is now moving at a rate of about five million bushel a day from the farmer. Clearances from North America this week were under four million bushel, as against nearly fourteen million bushel last year. Clearances from Argentine show an increase compared with previous week.

Another important feature is the high quality of the Canadian crop. Last year there arrived at Canadian terminals 27 million bushel of feed wheat, in other words unfit for milling. This

year a very small percentage of feed wheat is arriving, and yesterday, out of 1,292 cars arriving at Canadian terminals only two cars graded feed wheat.

Broomhall recently stated: "A private report released yesterday estimated the French crop at 389 million bushel, an increase of 111 million bushel over last year, which will be sufficient for home requirements and a small surplus for export."—Shannon Grain Co.

### Farmers of Canada Dumping Their Wheat.

Deliveries of wheat by growers at country points in Canada during the month of August amounted to 17,750,000 bus., the largest on record for any August, the nearest approach being in 1922, when 9,750,000 bus. was received at country points.

### Eastern Europe Competing in Wheat Market.

Active selling of Hungarian and Danubian wheats in English markets recently is being followed now by reports of sales from Germany.

Continental sellers express the belief that English buyers are eager to protect themselves against a possible shortage from Canadian and American sources.

### Corn Price Trend Downward.

In its monthly forecast of corn prices the Kansas State Agricultural College says:

A seasonal downturn in corn prices is to be expected during the next 30 to 60 days. After small corn crops such as the 1929 crop promises to be, seasonal low points are usually reached by the last of October. Usually in years such as the present one, the main adjustment downward in prices to a new crop basis is made from October to November. However, in the last 19 years, top price of No. 2 mixed corn at Kansas City for September has been reached by about the middle of the month in all but four years.

The four exceptional years when prices continued up to the end of September were the dry years of 1911 and 1913, the short crop year of 1922, and 1923 when an unusually small visible supply of corn and a strong feeder demand were factors in maintaining prices later than usual.

With fewer hogs to feed, an inclination to delay cattle feeding, and with more old corn on farms than a year ago, there is less likelihood of demand for cash corn being as urgent during the next 30 days as it was in 1911, 1913, 1922 and 1923.

### 1929 Canadian Wheat Grading Much Better Than 1928.

Tangible evidence of the increased value per bushel of Western Canada's wheat this year over last is afforded by a comparison of the weighted average prices of the two years. On a Fort William-Port Arthur basis the average weighted price of all wheat marketed in 1928-29 was approximately \$1.00, or 15 cents below the average 3 Northern price. To date this year the weighted average is \$1.42, only 8 cents below the average 3 Northern price.

The higher level of prices accounts for the greater part of this increased value, but the narrowed spread between the weighted average price and the 3 Northern price shows that some thousands of dollars will be added to the farmers' income by the excellent grade revealed by inspections to date. It is not likely that the remainder of the wheat to be marketed will grade 83 per cent contract, but the relative absence of damage to the kernels by frost, disease, or wet harvest, indicates that grading will be very satisfactory.—Grain Trade News.

### Congestion in the Northwest.

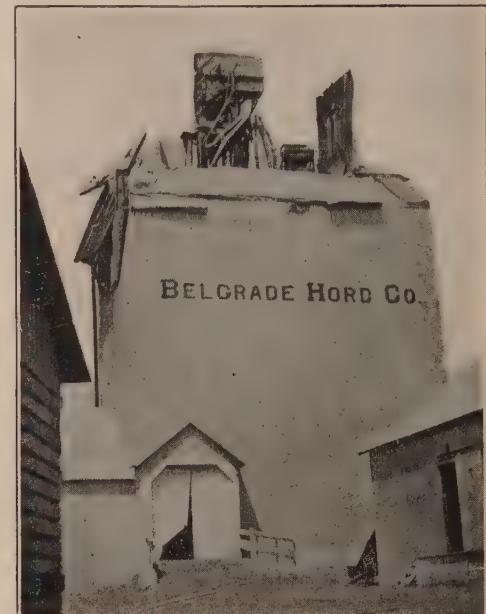
Commencing Sept. 16, receipts were in excess of at least 200 cars for each of the primary market terminals of the Northwest over what each market was able to absorb. For three weeks prior to this the loading in the country matched up evenly with the outlet from the terminals. It is extremely regrettable that this condition was not permitted to continue until a substantial export demand developed.

The joint grain comitee of the Northwest Shippers' Advisory Board met to discuss the situation Sept. 23 but decided against any embargo.

### Explosion of Grain Dust Wrecks Country Elevator.

An explosion of grain dust about 4:00 o'clock Friday afternoon, Aug. 30th, blew the roof off the elevator of the Belgrade Hord Co. at Belgrade, Nebr., and wrecked the doors. Several small blazes which started soon after the explosion were quickly extinguished by chemicals in the hands of Belgrade firemen. During the night following, other fires started but were extinguished by night watchmen, so the damage by fire was small.

The destructive explosion was preceded by a light-explosion which shook the buildings nearby and dislodged dust from all walls and mold-



Hord Elevator at Belgrade, Neb., After the Dust Explosion.

ings where it had lodged, creating the proper conditions for the real destructive explosion which followed. Plants which are kept clean and free from dust generally escape the heavy explosion which follows the first plants.

Dan Haun, the manager of the elevator, was in the office at the time of the explosion. He received deep burns about the head and arms and several cuts from flying glass. He was taken immediately to St. Francis Hospital at Grand Island. John Moore, who was near the door, received but slight injuries. Both Mr. Haun and Mr. Moore were thrown out of the office and blown about thirty feet from the building. A customer whose wagon was on the scales at the time of the explosion received several deep cuts from flying glass. Another customer had a narrow escape from being crushed by the falling roof.

The total damage to the building is estimated at about \$3,000.00. Little damage was done to the machinery.

The increasing frequency of explosions of grain dust in country elevators emphasises the necessity of keeping all grain handling plants free from accumulated dust; for the damage done to buildings is invariably the result of the second explosion which is of the dust which has been permitted to accumulate on the walls and ledges in excessive quantity.

Trade rules adopted by 56 groups of industries to correct competitive conditions are given in the new edition of "Trade Practice Conferences" prepared by the Federal Trade Commission. Copies of the new edition may be obtained for 25c from the Superintendent of Documents, Government Printing Office, Washington, D. C.

# The GRAIN DEALERS JOURNAL

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Avoca, Neb., Sept. 16.—A good corn crop here this year.—Marquardt Elvtr., Fred Marquardt.

Reydon (Cheyenne p. o.), Okla., Sept. 12.—Small grain crop in prospect due to long dry spell.—W. L. Chalfant Grain Co.

Sparta, Ont.—Wheat weight records for southwestern Ontario go to W. H. Mills of this place who offered grain weighing 63½ lbs.

Buckley, Ill., Sept. 13.—Corn has dried up very rapidly since Sept. 1, which will probably make it a little light.—Buckley Farmers Grain Co., H. E. Morgan, mgr.

Omaha, Neb., Sept. 17.—The maximum protein content of the 481 cars of wheat inspected here Sept. 7-13 was 16.87%. The minimum was 9.70%, and the average was 12.18.

Oklahoma City, Okla., Sept. 18.—Wonderful weather down here and farmers busy preparing ground for fall seeding. Sections of the state such as the Alva district have 100% plowed.—C. F. Prouty, sec'y, Grain Dealers Ass'n of Oklahoma.

Washington, D. C., Sept. 13.—Southern Illinois' redtop seed crop will be about 30% smaller than early estimates. The crop is estimated at 200-225 carloads compared with 475 in 1928 and 600 in 1927.—U. S. Dept. of Agriculture.

Batavia, Mich., Sept. 23—All crops smallest yield in years. Early heavy frost killed late potatoes. Too dry for getting wheat ground ready. Corn, with exception of small area, complete failure. Stock going on market unfinished.—Davey Bros.

Muleshoe, Tex., Sept. 13.—We have a very good crop of sudan and threshing has just begun. Kafir and maize are about 75% of normal. With the recent rains the seeding of wheat is well under way.—Bailey County Elvtr. Co., Ray Griffiths, mgr.

St. George, Kan., Sept. 18.—Bottom land corn will yield about 50% of normal; upland corn will turn out not to exceed 25% of normal. The crop is exceedingly short and there will be a lot of trading back and forth between farmers.—Wm. Dalton's Sons.

Winnipeg, Man., Sept. 17.—Eighty-three per cent of the new Canadian wheat crop has graded "contract," with No. 1 and 2 Northern predominating. The number of cars of No. 1 Manitoba hard thus far has exceeded the total for any full crop year since 1922.

Seattle, Wash., Sept. 17.—Grades of the 1,707 cars of wheat inspected during Aug. were: 839 No. 1; 748 No. 2; 91 No. 3; 14 No. 4; 8 No. 5; 7 special grade and 335 smutty. At Tacoma of 946 cars, 585 were No. 1; 316 No. 2; 36 No. 3; 6 No. 4; 1 No. 5, and 101 were smutty.

### Flaxseed Crop Report.

The U. S. Dept. of Agriculture's latest report on the flaxseed crop, by states, follows:

State.	Condition September 1. 10-year aver- age, 1918-1927. per cent.	Production 1929, per cent. 1,000 bus.	Harvested, 1929, per cent. 1,000 bus.
Wisconsin ..	84	84	123 104
Minnesota ..	84	73	7,156 4,352
Iowa .....	85	83	131 115
Missouri ..	83	75	*20 42
N. Dakota ..	70	47	10,255 6,889
S. Dakota ..	79	54	3,925 3,563
Nebraska ..	84	85	57 200
Kansas .....	75	68	258 139
Montana ..	58	33	1,313 984
U. S. ....	71.0	52.9	23,243 16,388

\*Short time average.

Stonington, Ill., Sept. 14.—Crop prospects here very good for soy beans and acreage very large. Corn needs about two to three weeks warm, dry weather to make 75% of a crop. Wheat acreage slightly less than a year ago.—Stonington Elvtr. Co., Otto F. Young, mgr.

Springfield, Ill., Sept. 18.—The rainfall was light to heavy, the south, extreme west, and parts of the northern areas being well watered. It is still too dry in many parts for plowing. Special inquiries as to the date the bulk of the corn crop will be safe from frost brought much variation in replies, but in general the dates are: Northern division, Sept. 20 to 30; central and southern divisions, Oct. 1 to 15.—Clarence J. Root, meteorologist.

Toronto, Ont., Sept. 10.—Ontario's winter wheat crop is estimated at 17,994,273 bus. in the joint provincial and dominion report. This compared with 16,766,408 bus. for last year. Other estimates, in bus., are: Spring wheat, 2,014,059; barley, 18,296,461; rye, 907,187; oats, 73,871,349; peas, 1,257,610; beans, 1,132,775. Hay estimates are as follows: Alfalfa, 1,370,377 tons; alsike, 274,664 tons; sweet clover, 765,779 tons; hay and clover, 4,686,467 tons.

Toronto, Ont., Sept. 13.—The Canadian wheat crop contains on the average 2% more protein than the crop of last year, says a statement by J. M. Pearen, chemist for the Lake of the Woods Milling Co. The milling quality of the new wheat from Manitoba has been good so far but for Saskatchewan and Alberta only fair, he reports. Most of the Manitoba samples are plump and well filled but Saskatchewan and Alberta samples are nearly all lean, showing the effects of the drought and excessive heat.

Helena, Mont., Sept. 13.—Montana's wheat crop was estimated at 36,645,000 bus. on Sept. 1; compared with production of 77,218,000 bus. last year and the 5-yr. average of 51,896,000 bus. The crop is the smallest since 1925 when 35,021,000 bus. were produced. The decrease was due to reduction of winter wheat acreage and severe damage by drouth and heat to spring wheat. The average spring wheat yield is estimated at 8.1 bus. per acre on 3,630,000 acres and the winter wheat average is set at 14.8 bus. on 489,000 acres. All wheat averaged about 8.9 bus. Joint U. S. and Montana Report.

Springfield, Ill., Sept. 11.—Illinois corn crop outlook slumped over 13,000,000 bus. during August because of drouth. State condition Sept. 1 was placed at 71 per cent of normal, compared with 75 per cent a month ago, 84 per cent a year ago, and the 10-yr. average of 77 for that date. State production outlook is 300,197,000 bus. against 367,488,000 bus. produced a year ago and the 5-yr. average 320,656,000. Early reports indicate that about 60 per cent of the crop will be safe from frost by Sept. 20. Excellent fall weather is needed for late corn. Oats yields are uneven, the average being about 32 bus. for a production of 135,392,000 bus. compared with 174,338,000 bus. in 1928. An average crop on a large soy bean acreage is seen. Plowing has been held up or retarded by dry soil. A good but not prolonged rain would now be welcomed generally. The hay crop stands out as the most favorable of the season.—Joint U. S. and State Report.

Jefferson City, Mo., Sept. 14.—Missouri corn after 2 of the hardest months on the corn crop in the last decade is now 55 per cent of normal on 5,634,000 acres indicating a crop of 117,751,-

000 bus. compared to 181,540,000 bus. from 6,260,000 acres last year. This condition is the lowest for September since a condition of 46 per cent in 1918. Lack of rain, high temperatures, high percentage of sunshine and lower humidity than usual have hurt all growing crops. Corn production estimate is the smallest since 1901 when 66,436,000 bus. were produced. Seeding of wheat has been delayed by drought and a heavy growth of weeds on stubble. Prospects is for seeding 1,713,000 acres against the 2,015,000 last year. Oats yield is 22 bus. per acre or 31,152,000 bus. on 1,416,000 acres against an average yield of 28 bus. last year on 1,706,000 acres. Hay continues the most promising of crops. Cotton prospect is for 190,000 bales. Farm work was at a standstill the last half of August. Joint U. S. and State Report.

Lansing, Mich., Sept. 11.—Michigan's most severe drought since 1894 has told heavily on all late crops. The Sept. 1 corn estimate is for 36,984,000 bus., a cut of 9½ millions during August and the smallest production since 1902. Many fields have set no ears and most of the others show decided drought effects. The average yield of oats was reported at 29.5 bus. for an indicated production of 44,309,000 bus., compared with a 10-year average of 32.2 bus. The crop last year was 58,461,000 bus. The barley average is reported at 23.5 bus., compared with a 10-year average of 25.1 bus. The crop is estimated at 6,016 bus. Altho the tame hay crop shows a decrease, prospects still indicate the largest yield on record with alfalfa estimated at 1,119,000 tons, 130,000 tons more than the average for the last 5 years. The condition of the alfalfa seed crop is 68 per cent; red and alsike clover 76 per cent and timothy 82 per cent. The bean crop is estimated at 5,523,000 bus., a drop of nearly 1,100,000 bus. since the Aug. 1 estimate. Despite an acreage increase of 20 per cent the estimate is for a crop 400,000 bus. short of last year. The spring wheat yield is estimated at 19 bus. per acre for a forecasted production of 76,000 bus., 14,000 bus. smaller than last year.—Joint U. S. and Michigan State Report.

Topeka, Kan., Sept. 11.—A condition of 47 per cent on Sept. 1 indicates a Kansas corn crop of 95,789,000 bus. as compared with 179,118,000 bus. last year and 120,170,000 bus. for the 5-year average. The condition contrasts 83 per cent a year ago and 60 per cent for the 10-year average. The present forecast is for the lowest production since 1926 when 67,193,000 bus. were produced. Precipitation during tasseling and silking was exclusively local. A large percentage is beyond improvement by late rains. The forecast indicates an average yield of 15 bus. on 6,369,000 acres, 5 per cent less acreage than last year. The grain sorghum outlook is for a crop of 17,581,000 bus. compared with 28,633,-

[Continued on page 377, last col.]

### Buckwheat Crop Report.

The U. S. Dept. of Agriculture's latest report on the buckwheat crop, by states, follows:

Condition September 1.	Production 1929, per cent. 1,000 bus.	Harvested, 1929, per cent. 1,000 bus.	10-year aver- age, 1918-1927. per cent.	Production from condition Sept. 1 (1,000 bus.)	Harvested, average 1923- 1927 (1,000 bus.)	1929, forecast from condition Sept. 1 (1,000 bus.)
Maine .....	89	90	90	315	364	364
Vermont ..	89	91	91	61	47	47
New York ..	87	73	73	4,216	3,862	3,862
New Jersey ..	84	52	52	77	12	12
Pennsylvania ..	87	69	69	4,394	3,465	3,465
Ohio .....	88	84	84	490	699	699
Indiana .....	84	77	77	233	225	225
Illinois .....	84	79	79	81	71	71
Michigan .....	80	67	67	724	699	699
Wisconsin ..	83	79	79	376	315	315
Minnesota ..	81	65	65	1,012	806	806
Iowa .....	87	78	78	108	84	84
Missouri .....	79	79	79	15	13	13
N. Dakota .....	..	40	40	*108	62	62
S. Dakota .....	78	55	55	162	178	178
Nebraska .....	84	70	70	15	13	13
Delaware .....	81	61	61	62	26	26
Maryland .....	82	66	66	166	116	116
Virginia .....	82	79	79	305	322	322
W. Virginia ..	87	72	72	668	691	691
N. Carolina ..	83	86	86	188	215	215
Kentucky .....	79	70	70	126	191	191
Tennessee ..	80	68	68	54	47	47
U. S. ....	85.8	71.6	71.6	13,949	12,523	12,523

U. S. .... Short time average.

### Sorghum Crop Report.

The U. S. Dept. of Agriculture's latest report on the grain sorghum crop, by states, follows:

Condition September 1.	Production 1929, per cent. (1,000 bus.)	Harvested, 1929, per cent. (1,000 bus.)	10-year aver- age, 1918-1927. per cent.	Production from condition Sept. 1 (1,000 bus.)
Missouri .....	82	67	1,649	1,725
Nebraska .....	84	72	471	356
Kansas .....	75	65	25,943	17,581
Oklahoma .....	72	55	27,754	20,101
Texas .....	77	50	55,897	41,224
Colorado .....	80	76	2,861	2,575
N. Mexico .....	80	77	3,645	3,899
Arizona .....	88	85	1,246	1,414
California .....	88	80	3,427	3,358
U. S. ....	76.0	56.4	122,895	92,233

## The Value of Organization to Grain Dealers.

By J. E. PATTON, Great Falls, Mont.

When one speaks of organization in any branch of the grain business we must consider the benefits shared by all departments in the handling of this commodity. There are four distinct branches of what we call grain merchandising. First comes the country elevator. The duty of this is to receive, grade and weigh from the farm and either buy outright or issue storage tickets to be purchased later. Next comes the commission company, whose duty it is to secure the very best price obtainable so that the country elevator man will know values at all times and to represent the country elevator at the terminal markets by checking grades, weights and charges.

The next branch in line is the mill that grinds the wheat and puts the finished product on the market going into the hands of the consumer. The last branch is the exporter, who confines his operation to buying grain for export to foreign countries.

It is necessary for each department to be well organized to bring the cost down to a minimum. Being "well organized" does not mean to fix prices or take undue privileges of the farmers or any other branch handling grain that might appear to an outsider as being done. The true meaning of "organization" is for the dealers in each department to band their companies into one organization to meet common problems that continually come up. We quite often have some Legislation proposed that if not properly put before the Legislative Committee might cause ruin not only to the grain handling business, but prove detrimental to the producer. If by a consolidated effort through an association these matters can be adjusted, the organization has well served its purpose.

**THE FIRST DUTY** of a country elevator manager, whether of a farmers organization or a privately-owned station, is to have its business well organized. You should have clear records of all transactions carried through your books; should check closely to see if the out-turn dockage is not in excess of what you deducted when buying; see why the grain you are buying for No. 1 is being graded officially as No. 2 or No. 3. When this practice is complete and satisfactory to you, then you are to go one step further. You have a competitor who apparently has not given the same consideration to his operations as you have; he may be overgrading, under docking, or any other acts that will unsettle market conditions to such an extent that each of you are ignoring all returns and handling grain at a loss. No elevator operator can continue showing a continual loss. All losses must be made back. To do this, buyers will be compelled to penalize the producers who were last to sell to cover their losses made on the first purchases. This practice is not fair.

Someone may introduce a Bill asking for a law governing the handling of grain that will need attention. All these matters will need attention beyond what an individual can accomplish; then it is necessary to call for help. If you have a well-organized grain dealers association, you are ready for action. The well-organized individual elevator combined with other country elevator operators working in unison brings results.

Such an organization is of real value to a commission merchant. Starting many years ago, what we now call terminal markets, there was a place where mills centered in one locality and large storage elevators were built to care for the grain raised in the territory tributary to the city. This apparently was the logical plan and this still continues. At the terminal markets to protect the shipper against loss in value while cars were in transit, they have organized an insurance company in the way of option market. This is to protect the shippers against loss and, also, to enable the storage elevators to store with safety while the

big crop is moving. The commission merchant's duty is to represent the country shipper or be his agent at these markets in disposing of his grain. He must check weights and grades, sell to the best bidder, store, or whatever service can be rendered, and also in many cases advance money to the shipper. Some States have laws protecting farmers against the local elevator operator shipping and disposing of stored wheat. This law reads "that the grower can follow the wheat wherever it goes or whoever handles it." Therefore it is quite valuable to a commission company to know the country elevator is safely managed.

A grain dealers association is just as important to the safety of a commission company as the organization of the Chamber of Commerce is to the safety of the elevator who ships his wheat and trusts to the responsibility of the receiver to whom he ships. If a commission company would start in business across the street from the Chamber of Commerce and refuse or be unable to become a member, I venture its business would be very light. WHY? Because the shipper knows that to become a member of a Chamber of Commerce or grain exchange one first has to have sufficient capital to carry on whatever business they may solicit and above all have clear records before they can become members, and their memberships are subject to cancellation at any time the rules are violated.

If you are successful in building an association and embody rules that are iron-clad and obtain a membership that will follow the rules that have been passed by the majority of members under penalty of expulsion, you will have an association on the road to success. Build it to where money-lenders will have on their application blanks "Are you a member of the Grain Dealers Association"? If you are, it will at once establish you as a careful, reliable operator.

I do not have in mind a trust or a combine built to enable the trade to make fabulous profits but to make a regular normal profit which you are certainly entitled to, and must have if you continue to serve the community.

If you consign a car of grain to a commission company at a terminal market you know exactly what commission the company will get for its service. It is my belief that the grain trade is responsible for considerable criticism against the grain merchandising system, by not giving more publicity to its methods. Few producers understand the risks taken by the country elevator operator. When buying a load of grain delivered to the elevator when the grain is moving rapidly, the local buyer is crowded for time to make proper analysis of grade and too often a grade of No. 2 or 3 and in some cases even lower gets by as No. 1. The car is shipped and subject to Federal supervision which will lower the grade and may cause the shipper a loss. The same oversight may apply to docking.

The country elevator is the logical and most economical agent for handling grain. No grain producing community can progress without them. They serve the public in a way that no other grain marketing system can duplicate. In fact the elevator is the backbone of the grain business. We speak of the vast volume of grain in the big terminal elevators. We do not realize that it takes only three or four of our best country points to fill to the roof one of the best terminal elevators. The man that starts a new crop of wheat to its destination for consumption is the local buyer at a country elevator. Should he not organize to better serve the public?

When the country elevator has too wide a margin, it is a temptation to give away a part of his profit by over-grading or being too liberal with his protein test in order to get the business, overlooking that the producer raising the best wheat pays the bill when he does this.

IT IS THE duty of a commission company to co-operate and assist in the organization to

such an extent as possible for them to do without becoming active members. It is also their duty to help keep the grain through the natural channels by helping develop a system where there will be no benefit for a producer to scoop shipments. My suggestion would be to cast aside all personal feeling toward your competitor; consider all have equal rights; grade and dock correctly; buy on as close a margin as possible to give you a reasonable and sure margin of profit; make careful study of your operations; and then you will find all your troubles are minor. Give a fair deal to all. Remember we are all born to serve and help one another.

During my thirty years in the grain trade and a number of them spent in a country elevator, few years were without some propaganda by some organization which promised to give the producer magic prices and service only to find after operating for a short period they would have to get something new, but the local elevators on the siding are still grinding away and will continue as long as they render the service.

## Fire Precautions Protect Country Grain Elevators.

Fires in country grain elevators are serious both because of the general structure and character of the buildings and also because fire-fighting facilities are usually inadequate. Studies by the United States Department of Agriculture indicate that prevention is the best remedy for such losses. Hylton R. Brown, of the *Bureau of Chemistry and Soils*, emphasizes that the most important protection the owner of an elevator can provide is the employment of a reliable manager who will take an interest in fire protection. Other precautions suggested by Mr. Brown are:

A thorough inspection of the plant before closing at night.

Sufficient help to maintain machinery in good repair.

Hot bearings are responsible for many elevator fires; an automatic hot-bearing alarm is a good investment.

Screens to eliminate stones, scrap iron, shotgun shells, matches, and other material sometimes found in grain when delivered and which may start fires if they reach the machinery.

Keep idlers out of the plant, and prohibit smoking.

See that lightning rods are properly installed and grounded.

Don't allow dust to accumulate. It may cause destructive explosions.

High weeds and rubbish near the elevator may carry flame to the building. Keep the building and grounds clean.

Build or remodel the elevator to make it as fire resistant as possible. Keep fire extinguishers and water barrels in good order and placed conveniently, and provide a loud alarm to call for help. A small fire in a country elevator, if not checked promptly, is soon beyond control.

## Crop Reports.

[Continued from Page 376.]

000 bus. last year and the condition is given as 65 per cent of normal. The indicated tame hay yield is for 2,817,000 tons compared with 3,539,000 tons in 1928 and the broomcorn outlook is for 7,590 tons as against 8,000 tons last year. Kansas seed prospects Sept. 1 and a year ago are rated as follows: Alfalfa 60 per cent and 58 per cent a year ago; red clover 65 per cent and 66 per cent; timothy 75 per cent and 72 per cent; sweet clover 80 per cent and 77 per cent. Other estimates of Kansas crops indicate: Winter wheat 131,836,000 bus. this year and 177,361,000 bus. last year; spring wheat 470,000 bus. and 472,000 bus.; oats 29,326,000 bus. and 37,729,000 bus.; barley 14,149,000 bus. and 17,661,000 bus.; flax 128,000 bus. and 172,000 bus.—Joint U. S. and Kansas State Report.

# The GRAIN DEALERS JOURNAL

## When Illinois Grain Moves.

On the average, a little over 60% of the annual wheat shipments from Illinois country stations were made prior to Oct. 1, with a tendency toward later marketing each year. Prices of No. 2 soft red winter at St. Louis rose rather steadily, on the average, from August to midwinter during the periods 1899 to 1913 and 1921 to 1927. After February no significant increases took place.

Corn shipments were at their peak during the four month period of November to February with 44.3% of the shipments being made, July to October sent 29.8% of the annual shipments to market and March to June saw 25.8% of the crop shipped. As to the market the price of No. 3 corn at Chicago for the period from 1899-1900 to 1913-14 averaged 9 cents higher in June and 12 to 13 cents higher in September than in the preceding January. Such increases would have paid the cost of storage except for losses due to shrinkage.

For oats, tho the shipment is rather uniformly distributed, there is a small peak in August and a noticeable decline in November. Storage from August to January would have returned a gross gain of 8 cents both in 1923 and 1924. Storage from August to April would have returned a gross gain of 10 cents in 1923-24; would have lost the holder 8 cents in 1924-25 and would have earned 1 cent in 1925-26. These observations are based upon cash prices and if the oats had been hedged the results would have been entirely different. During the eight years from 1921-22 to 1927-28 the average increase in oats prices from August to December has been 6 cents and if oats were stored in August and sold during January, February and March the average gross earnings would be about 1 cent a month.

"If oats are bought in August for 40 cents at a time the December future is 46 cents, and are sold in November for 42 cents when the December future is 41 cents, the gross margin earned is 7 cents—the sum of the difference between the future price and the cash price in August ( $46 - 40 = 6$ ) and the difference between cash and future in November ( $42 - 41 = 1$ ). Another way of expressing this is to compare cash and future prices separately at the time of purchase and sale. Cash oats bought for 40 cents and sold for 42 cents would yield a profit of two cents; and a future contract sold at 46 cents could be cancelled by a purchase at 41 cents, yielding a profit of 5 cents. The total profit earned on the entire transaction would be 7 cents. This profit was earned

in spite of the fact that oats prices failed to make their normal seasonal increase; the decline in the price of the future off-set the failure of the cash market to increase. If the market had advanced, the fact that the future contract had been sold at 46 cents could have prevented the holder of the oats from getting a profit much above 7 cents.

"In actual practice the transaction might be more complicated than this because the holder of the oats might have first hedged them by selling September future and then shifted to December and then possibly to May, his total margin being influenced by changes in the relationship between the price of these various futures.

"The type of transaction just described is quite different from one that is sometimes used by country grain shippers, in which the farmer delivers his oats but does not sell them. The elevator ships the oats to market, sells at the current market price, and buys an equivalent quantity of futures. Later the farmer sells the oats to the elevator man, who then sells the future he has bought to protect himself against variations in prices. On this transaction the elevator operator loses the difference between future price and cash price instead of gaining it, and is bound to lose money unless storage charges are collected from the farmer. To illustrate, using the prices given previously, the elevator man sold the oats for 40 cents and bought futures for 46 cents; on this he stood a loss of 6 cents. Later he bought oats from the farmer for 42 cents and sold the future for 41 cents. On this he lost 1 cent, making a total loss of 7 cents. This would work out as a losing transaction whenever there was the normal relationship between cash and future prices even if the market had advanced. This type of transaction is an undesirable one and should be clearly distinguished from a hedge where futures are sold against grain which has been bought and is being stored."

The even flow of oats away from country points results from storage by elevators rather than by farmers. There is a persistent tendency for shipments of oats to be more uniformly distributed thru the year than the purchases.

As to elevator storage the average capacity of 344 country elevators reporting for 1925 is 38,500 bushels. This is somewhat larger than the average of 36,300 bushels reported May 15, 1918, for 2,031 elevators in Illinois licensed by the United States Grain Corporation. The 1925 figures may not have included as many of the smaller elevators as the earlier survey, and it is quite possible the trend toward reduction

in the number of firms engaged in the country grain trade has increased the average amount of space available for each elevator.—From Bulletin No. 324 of Illinois Agricultural Exp. Sta. on "Seasonal Features of Illinois Grain Marketing."

## Elevators for Argentina.

Proposals for the construction of 14 country elevators and one terminal elevator by the Provincial Railway of Buenos Aires are still being studied. The commission's decision is expected within a short time.

The construction of 899 elevators by the national government is reported to have received a favorable report from the commission, but action has been delayed by the change in Government.

## Taxation of Government Owned Business.

The State Bank of North Dakota is liable for taxes the same as any privately owned bank, under the recent decision by the U. S. Court of Appeals for the Eighth Circuit, because banking is not a function of government. In fairness to all taxpayers every municipally owned business should pay its share of taxes, and to remove the discrimination against competing private business paying taxes.

The same principle might be applied to trade organizations deriving a net income from the publication of a trade journal, the advertising business not being a proper function of a trade ass'n.

## Gas From Cornstalks.

Cornstalk gas for the farm family and to light and heat small cities is simple and feasible, Dr. A. M. Buswell, professor of sanitary engineering at the University of Illinois, has told the American Chemical Society.

The gas is made by fermentation of sewage and cornstalks in a simple process available to every farm. A small tank, provided with a cover to collect gases, is all that is needed. A tank 8 ft. in diameter and 8 ft. deep would be sufficient for a family of four or five. The stalks are shredded in the ordinary way and soaked in water or lime. Bacteria from the sewage do the work.

From these two wastes chemists are recovering large quantities of methane gas or marsh gas, useful for heating, operating autos, driving engines to produce electricity and other power and fuel purposes.



Courtesy the Wichita Magazine.

Wichita's Wagon Wheat Market in 1874. Douglas Avenue Jammed with Wagons Waiting to Unload. See facing page.

### Wichita a Rising Market.

Following close upon the bringing of acreage under cereal culture progressively westward as the years roll by so the points of greatest primary accumulation of grain have taken their way westward.

Cincinnati, Toledo and Detroit once were more important than Chicago or Kansas City as primary markets. Now Omaha and St. Joseph are prominent and Wichita is a strong bidder for a leading position.

Only a wagon market 33 years ago, Wichita is now a terminal with a Board of Trade having 94 live members. In immediate prospect are grain freight rate reductions from Kansas thru Wichita to the Gulf that will greatly strengthen this city as a competitor of other terminal markets.

Most of the wheat brought to Wichita in 1870 was milled within the city. Wichita's "milling interests" then consisted of the Wichita City Roller Mills, founded in 1874 and incorporated in 1884. In 1886 this was the largest mill in the southwest. The present Commerce Mill & Elevator Co. is the offshoot of Wichita's first mill.

By 1895 Wichita had become one of the largest wagon wheat markets in the United States. Old residents in Wichita remember when there were lines of wheat wagons extending a distance of ten blocks waiting to unload. Many times some of them had to stay an extra day before they could take their turn and start on the homeward trip.

Receipts in 1924, the largest of record, were 26,303 cars; in 1916, 21,539 cars; in 1921, 21,079; in 1922, 18,808; in 1923, 19,421; in 1926, 22,871 cars. Cars that are merely inspected in Wichita, even those which are sold by Board of Trade members for direct shipment elsewhere, are not included in this Board's report of receipts.

The first grain exchange to be formed in Kansas was organized in 1903 at Wichita, with 14 members, and their activities have aided in developing the market, the receipts having increased to 8,308 cars of grain in 1910 and to 17,669 cars in 1927.

From the original membership of fourteen the Wichita Board of Trade has grown to a membership of 94 representing about 40 active

firms. Membership is very carefully guarded and is issued only upon satisfactory evidence of moral character, financial responsibility and the payment of a substantial membership fee, and then when approved by a two-thirds vote of the directors. The membership is made up of men who sell on commission, those who deal in grain for their own account, and buyers for milling companies. The officers and directors, with the exception of the executive secretary, serve without pay.

The physical equipment of the Board is in keeping with its business importance and differs only in size from the largest markets. The trading floor is a room 40 by 100 feet at the top of the Wheeler-Kelly-Hagny Building, with blackboards, telephone booths, tables for samples, telegraph, and full staff of employees. Next door are the government inspection offices, so that samples of each shipment can be brought directly to the trading floor.

The first important recognition of Wichita as a milling center came in 1902 when W. R. Watson and Dudley Watson moved their plant from Jersey City, N. J., and established at Wichita a 1,000-barrel mill. In 1905 a group of Wichita business men organized the Red Star Mill & Elevator Co. with an elevator of 60,000 bus. capacity and a mill of 350 barrels capacity. In 1911 the Watson mill was acquired by the Red Star Milling Co., which has since greatly added to both milling and storage capacity. C. M. Jackman and Henry Lassen came to Wichita from El Reno in 1906, forming the Kansas Milling Co. with a 1,200-barrel plant, to which they have continually added milling and storage capacity. William Kenney, J. H. Moore and G. H. Lowry, when their 400-barrel mill at Pond Creek, Okla., was destroyed by fire in 1914, came to Wichita and established the Wichita Flour Mills Co., daily milling capacity 1,000 barrels, and storage, 125,000 bus., both greatly increased since.

Much of the grain handled by the Board of Trade in the early days was not unloaded at Wichita but merely changed hands and was reconsigned. This situation changed, however, with the advent of the combined harvester-thresher, which threw great floods of grain on the market in a comparatively short time, overtaxing the transportation and elevator facilities.

ties. Some of this grain likewise must be dried and cleaned.

To meet these conditions the Wichita Terminal Elevator Co. was organized in 1917, furnishing fireproof storage and grain handling facilities to any shipper at regular rates. This elevator now has a storage capacity of 2,000,000 bus., can unload grain at the rate of 100 cars a day, and can handle, clean and mix 125,000 bus. a day. This company also buys wheat outright and loans money on grain left in storage.

Recently the Public Terminal Elevator Co. erected a new plant with 350,000 bus. capacity for the public service, and the country's two greatest milling corporations, General Mills, Inc., and Pillsbury, have erected storage elevators for their own use with capacities of 1,500,000 bus. and 2,300,000 bus. respectively.

Wichita is strictly a market for cash grain but its grain firms have wire connections with other centers where hedging sales of futures can be placed to the best advantage.

### Red Squill for Rats.

Red-squill powder, properly prepared, is the best rat poison now known, says the biological survey of the U. S. Dept. of Agriculture in commenting on the hundreds of millions of dollars in losses caused by rats each year.

Rats are careful and cautious, avoid their natural enemies and refuse to eat tempting bits of food when their suspicions are aroused. The rodents are therefore difficult to kill. Poisons set for the rats sometimes have killed other animals and in some cases children.

Red-squill powder is filled with small crystals of calcium oxalate but rats ignore this feature while cats, dogs and other animals usually refuse to eat it because it causes a tingling sensation in the throat. It poisons rats but chickens can eat it without harm. The substance is a brown powder and can be mixed with foods the rats usually favor.

It is estimated that every rat in the United States does damage totaling \$2 a year and there are at least as many rats as persons in the United States. In addition to physical damage done by the rat there is the health hazard as the rats are known to carry deadly diseases.



Courtesy the Wichita Magazine.

Trading Hall of the Board of Trade, Wichita, Kan., where 35,000 Cars of Grain are Sold in a Season by Sample. See facing page.

## Concrete Stave Storage Annex.

For the purpose of supplementary storage to be used in time of emergency the concrete stave tank on the Gowrie-Sibley branch of the Rock Island at Westview station, Iowa, has been found to meet the requirements of the Van West Grain Co., of Pocahontas, Ia.

Only 14 days were required to build from the time the order was given until grain was spouted into the tank, and the cost of construction was moderate.

Each stave is 10 ins. wide and 30 ins. high, with a tongue and groove fit to the staves on either side. While concrete offers the maximum resistance to pressure and crushing stress it is deficient in tensile strength, so this has been amply supplied by a generous use of tie rods encircling the circular tank. The rods are of round steel, galvanized; for the lower 20 ft. the rods are 8 ins. center to center, for the next 20 ft., 10 ins. centers, and the remaining 10 ft., 12 ins. centers. It is claimed the rods will resist a force equal to five times the pressure of shelled corn.

The tank is 35 ft. in diameter and 65 ft. high, with a flat floor and slate coated composition shingle roof. It is filled with 40,000 bus. of grain spouted from the adjoining elevator, and is emptied thru five reinforced concrete door frames making the interior easily accessible, for emptying, the occasions for which are expected to be few and far between. In the center of the peaked circular roof is a revolving ventilator.

Inside the staves are coated with pure cement which also fills the cracks between, and on this is a heavy coat of waterproofing paint.

Claude Van Gundy, manager, is well pleased with his investment, as the tank enabled him to keep that much grain off the market while the cash discounts were so heavy. With the storage in the main elevator the capacity is 140,000 bus., and with oats hedged at 3 cents under the future while cash oats were selling at 6 cents under, the annex saved him a big loss. While we do not see this condition very often in August, the same profitable opportunity for storage may recur in future years. The new tank and the pre-existing elevator are shown in the engraving herewith.

## Recent Developments in Grain Grading

By FRED G. SMITH, in Charge of Grain Inspection Efficiency for U. S. Dept. of Agriculture

**Unfavorable harvesting conditions** are likely to occur any season, even in the southern portion of the Hard Winter wheat territory. Obviously the country grain dealer is vitally concerned with the condition of the wheat as he receives it. Competition and local harvesting conditions may at times make it necessary for him to accept grain for storage or shipment to terminal markets against his better judgment. Much can be accomplished by bringing about a better understanding among farmers of the necessity and reasons for harvesting grain when it is ripe and dry.

**Insofar as the country dealer** can grade grain he can make it to the interest of the producer to grow grain of high grade and to harvest it in a mature and dry condition. Insofar as the country elevator man does grade grain, he yields a most compelling force for better harvesting methods. A producer may not be particularly careful how he harvests his wheat if it all goes into the same bin at the same price, whether it is damp or dry, contains immature kernels or is thoroly ripe.

**Every producer** must know that wheat should be harvested in a dry condition, and that even the dew in the morning will increase the moisture content of the grain appreciably over that of the preceding afternoon. Wheat which grades No. 1 if harvested in the afternoon, may be sample grade on moisture the next morning.

The grain dealer should always keep in mind the fact that in accepting damp grain, or grain of otherwise low grade, and mixing it off with the grain of high grade, he is very likely to lower the grade, or at least the price which is received for a considerable percentage of his shipments, and in this way there is a tendency to lower the average price received by growers in the community. In other words, if practically all the good wheat grown in a territory is properly harvested and handled, the total return to all growers will be greater than if any considerable portion of low grade or damp wheat is mixed with the superior grain. This is assuming, of course, that the grain handler makes the same profit in either instance.

**Grading During Harvest Rush.**—It will be urged that with the very heavy rush of business at harvest time, the country dealer can not grade the grain which he purchases. A

study of the records of this Department brings out a fact which has been called to our attention by Mr. Morris, that even tho a crop is of average low grade, as the 1923 crop was on the factor test weight, there is likely to be little difficulty in handling it at country points and little dissatisfaction expressed with the grades received at the terminals because of the fact that the grade determining factor is test weight, which can be easily determined by the country grain dealer.

The 1928 crop offered unusual difficulties to the country grain dealer, altho 20% more of the last crop graded Nos. 1, 2 and 3, than did the low test weight crop of 1923. These facts are based on hard winter wheat receipts at Kansas City, 57.9% of which graded Nos. 1, 2 and 3, for the 1923 crop. The average for the ten crops, 1918 to 1927, inclusive, was 77.8% Nos. 1, 2 and 3. The first nine months, July to March, inclusive, of the past crop movement showed 78.6% of the Kansas City hard winter receipts grading Nos. 1, 2 and 3, about one per cent higher than the preceding ten years' average. This brings out the point that it is not necessarily the crops which grade low that cause the most difficulty, but rather the crops which grade on such interpretative or opinion factors as damages or odor, which cause the greatest uncertainty in the minds of both the producers and country dealers.

**The Important Grading Factors.**—Records at Kansas City show that for supervised Kansas City hard winter wheat receipts for the 1923 crop, 87% of the grades were established on test weight, with 88% grading Nos. 1, 2 and 3, on this factor. A special tabulation which I have had prepared for the 1928 crop movement shows that about 40% of the supervised Kansas City hard winter wheat receipts were grading down on moisture during July and August last year, but in February and March only one-half of one per cent were grading down on this factor.

From the last harvest period to February and March, odor increased from 4% to 20% as a grade determining factor and total damaged from one per cent to about 18%. This emphasizes two points: first, that when moisture is a considerable grading factor in a crop, the deterioration factors of damaged and odor are quite certain to take its place as the grading factors as the crop year advances.

Second, that when moisture causes deterioration in the crop, the grading problems of the country grain dealer become more difficult in the proportion to the increase in total damage and odor as grading factors.

For the same period of the last crop, moisture decreased from 8% to practically nothing for supervised Fort Worth hard winter wheat receipts, while total damaged increased from three to 30% during this crop. This shows that wheat moving in this Southwestern territory offers much the same problems as wheat moving to Kansas City, but fortunately to a lesser degree.

**The low grade wheat** must be merchandised it has been frequently urged, especially in the export trade, in a mixture with better wheat as No. 2 hard winter. Our reports show that there is a considerable proportion of the low grade, especially sample grade wheat, merchandised on the basis of type samples from the Gulf ports. From July 1 to March 31, export records show 344,000 bus. of wheat shipped by type sample and in addition, 103,000 bus. of wheat exported which was graded sample grade. It is the belief of well informed persons that it is greatly in the interest of American producers to have such an outlet for low grade wheats. It is essential that the grade of No. 2 hard winter wheat be of uniform quality from year to year, meeting the requirements of the federal standards. The shipment of off-grade grains as such assists in maintaining the reputation of our No. 2 hard winter wheat shipments abroad. This is of great importance in maintaining our domestic wheat price on export grain at the proper world level.

**The rapid spread of inspection markets** throughout the hard winter wheat territory since the passage of the grain standards Act, has brought inspection facilities to this entire territory



Van West Grain Co.'s Elevator and Annex at Pocahontas, Iowa.

within fairly close reach of country elevator operators. You are now able to sell grain to any market in the country on the basis of your own shipping point inspection and on the basis of federal appeal when this is desired.

Grain grades do not reach their greatest usefulness, however, when they are applied only at inspection points by licensed inspectors. Our educational work reaching hundreds of points throughout the country shows that country elevator men can and do grade their own grain, especially their shipments to terminal markets.

A country shipper who determines the grade of his grain before he ships it is in position to advise his agent in the terminal market to protect his interest by taking an appeal if the grade assigned is not satisfactory. Otherwise he is uncertain as to what to do and is inclined to leave the decision as to whether an appeal should be called to his representative in the market, who is not always as well informed as to the true quality of the grain as the country shipper who has graded it himself.

**Satisfy the Producer.**—As country elevator men equip themselves with grading apparatus, they not only grade their own shipments to market, but are in position to satisfy grain producers that they are receiving the proper grade for the grain which they bring to the elevator. It is often difficult to convince a grower that his truck-load of wheat which may be of high protein content and of very superior quality, is too damp for safe storage or to grade No. 2, but a moisture test of 15% will convince him. It is a very easy matter to overlook 14 or 15% moisture, especially in dark, high protein wheat.

In the corn belt moisture has been so generally a controlling grading factor that almost every country elevator operator is equipped with a moisture tester, and he uses it to his own very great advantage in the purchase, storage and marketing of his grain. Many country corn shippers know what their grain should grade at the terminal market and instruct their agents in the market to call appeals if it is graded lower than they believe it should be. Many of them report that this has been a very profitable practice.

**Moisture** has not been as important a grading factor from year to year in the hard winter wheat territory as it is in the corn belt. The facts which I have quoted and other statistics show that perhaps every other year, and at least one year in three, it offers a very serious problem in many sections of the hard winter wheat territory. A survey which was made during the grain grading schools recently held in Kansas shows that only a small percentage of the Kansas country grain elevator men have ever seen a moisture test made, and that fewer of them are equipped with moisture testers. Most of the moisture testers in the hard winter wheat territory are in the larger markets, at mills, or in the eastern portion bordering on the corn belt.

We believe that since moisture is frequently an important grading factor in itself and the cause of the development of damaged and objectionable odors in grain, that country elevator men generally should give most serious consideration to moisture as a grading factor in their grain. The licensed inspectors who are located in this territory can be of considerable assistance to country elevator operators by grading samples which are submitted to them for inspection and moisture content.

Most elevator men will, I believe, find it to their advantage to equip themselves with moisture testers so that they can at least grade their shipments and stocks, and occasional questionable loads of wheat which they purchase. Another advantage in having grain grading equipment is becoming more and more apparent. A grain dealer who can make an accurate inspection of samples of grain brought to him by producers becomes the recognized authority in his section of the country in questions of grade, and has the advantage of seeing and having the first opportunity to buy grain which would otherwise not come to his attention.

Baling straw as it comes from the separator, thus eliminating the work of pitching it into the baler, was tried out successfully by Joe Roza, Nebraska farmer. From 125 to 150 bales an hour were turned out by the arrangement. Roza estimates the scheme cut down the expenses of three men as well as making the work easier for others.

## Burocratic Business Regulation.

Another attempt to increase the tax burden and thus raise again the amount of work every citizen must perform to pay for his government is under way at Washington, instigated by Senator Borah, who gives lip-service to party pledges to let business alone and then exerts himself to defeat such pledges.

One of the latest proposed encroachments of burocratic indecency upon the field of business is described in the July number of Law and Labor, official organ of the League for Industrial Rights, in part, as follows:

On June 3rd the United States Senate passed a bill introduced by Mr. Borah, entitled: "Fresh Fruit and Vegetable License Act." This Act authorizes the Secretary of Agriculture to require a license to do business from every commission merchant dealer and broker who handles any perishable agricultural commodity in interstate or foreign commerce, and who deals in these commodities on behalf of another, except retailers buying such commodities in less than carload lots.

If the power of the Federal Government over transactions in interstate commerce is to be extended by the powers given in this measure of Mr. Borah's to the Secretary of Agriculture in respect of fruits and fresh vegetables, there is no logical limit to the regulation which the Federal Government may inflict upon persons having transactions in interstate commerce. The Federal Government, instead of being the protector of interstate commerce, as intended by the Constitution, may easily become the ogre of interstate commerce. No one will be able to transact any business in interstate commerce without the possible penalty of bribing a deputy of some Secretary, or having to appeal to a court to protect his rights against his Government. The menace will be constant and insistent. For, by the administrative device proposed by this bill, all the dissatisfied person has to do is to make a complaint. He does not have to spend a cent proving it. The Federal Government constitutes itself prosecutor, judge and jury, and returns him a verdict free of all charge or bother on his part. If the verdict is against him, he has lost nothing. If the verdict is in his favor, he stands to gain something. He has a prima facie case all made out for him by a kindly and impartial Government, and if he chooses to proceed with it, the defendant is more than half licked before the case begins. Indeed the defendant is not only seriously prejudiced in his civil rights to a trial in accordance with law upon any claim against him for a private injury, but the Government may take from him also his right to continue his business although he has not been charged in any criminal proceeding and tried by a jury for an offense against the public.

Senate Bill No. 108 is unsound in principle. If it passes the House and is signed by the President, it will cause a serious increase in the army of federal inspectors. It will be a precedent for other regulation leading to other armies of federal inspectors. It will not make a rascal honest. It will merely set him to work to bribe and corrupt the federal inspectors. To the present cost of fraud in interstate transactions will be added that of bribery, while the

right of honest merchants to continue in business will be maintained at the hazard of keeping on the right side of this army of federal inspectors.

Stabilization methods similar to those proposed to the U. S. Federal Farm Board are under consideration for the protection of French farmers. A wheat office in the government is planned.

Milling in bond for export of the product under United States commercial treaties will continue if the action of the senate finance com'ite is upheld in the tariff fight. The com'ite killed the provision placing a tariff upon imports to be milled and then sold. Cuba is the principal market for such flour. Southwestern millers declared the system kept them from the Cuban market but northeastern millers argued any change would simply mean that milling operations would be moved across the line into Canada.

## The Fastest Elevator in Western Kansas.

(COURTESY JACK BAKER)

The Mead Grain Co., of Ashland, Kan., is said to own and operate the fastest handling grain elevator in Western Kansas. Here are the facts:

The plant has a loading capacity of from 12 to 15 cars daily, through a ten-inch shipping spout, and a storage capacity of 15,000 bushels. The elevating capacity is 3,000 bushels hourly.

Last year a total of 225 carloads were handled; in the month of July alone, 250,000 bus. moved through the house. In July of this year some 280,000 bus. were handled.

The biggest days receipts were 490 truck-loads, amounting to over 30,000 bushels of grain.

The elevator is equipped, among other items, with a Clow-Winter Head Drive, a Richardson 10 bushel Automatic Scale, A Kewanee Auto Dump, an electrically-driven car mover, a 10-ton Fairbanks Truck Scale, and has 127 cups on its single leg. S. K. F. Bearings are installed throughout. All transmission and handling units are driven by electric motors.

The elevator has 9 bins, and is also equipped with a 60-bushel hourly Jay Bee Hammer Mill, driven by a 25 h. p. totally-enclosed motor through Tex-Rope Drives.

Frank Dyer designed and built this rapid handling plant. F. M. Mead is proprietor, and C. T. Lucas his assistant.



Mead Grain Co.'s Elevator at Ashland, Kan., said to be the Fastest Handling Grain Plant in Western Kansas.

# The GRAIN DEALERS JOURNAL

## The Railways and Taxation.

[From address by H. R. Safford before Oklahoma Grain Dealers.]

In the loss of much traffic now going to highways and to waterways, there is a serious situation. One way for this situation to be adjusted is to produce much more high-class freight that must be handled long distances. Such will be the result of diversification and the increased production of many things not now produced in excess of local demand.

It would be repetition to say that the railways are going thru a very vital period of their history, in spite of the apparent prosperity they are enjoying. Rising costs of operation and of maintenance and constant improvement in service, carrying added burdens of cost, if not followed by a corresponding increase in revenue, can have but one result.

**FREE HIGHWAYS.**—It has been the continued policy of State and Federal governments to provide free roads, thus throwing out of economic balance the relationship of the consumer and the transporter of freight to the taxpayer.

We are at the threshold of determining whether a large part of transportation cost is to be paid by the shipper or by the public generally; whether the element of transportation expense in production, which will be an influence in final cost, shall be paid directly by the shipper and passed on to the consumer or paid by every taxpayer. It is a fundamental question and is rapidly coming to the foreground in the study of both highway and waterway development.

It is in this respect, as in a number of others, that railway transportation is a matter of general public interest, not only to the thousands of stockholders but to the tax-paying public as well.

**TAXATION.**—And here, also, comes in the matter of taxes. We are living in an age of an orgy of additions to taxation burdens and are giving little consideration to posterity in these rapidly increasing taxes.

I do not hold the belief that we can avoid an increase in taxes proportionate to the natural increase in prosperity—and I mean prosperity supported by sound economics and not by speculative values—but I fear we are in danger of estimating our taxing ability upon an inflated situation and our descendants will find it hard to pay unless we are cautious.

Agriculture and Transportation, in a very prominent and well-defined relationship of interdependence, should be alert in helping to shape proper policies as to taxes. Transportation, to a degree, may be more vitally concerned than any other branch of industry because it appears to be affected in two ways.

First: by its contribution as an owner of tangible property to the creation of competitive transportation facilities; and,

Second: in loss of revenues from the influence of those competitive operations.

**PUBLIC MUST SUPPORT ALL.**—And, as both the railroads and the other transportation agencies will be permanent institutions (for I cannot imagine the railroads ever ceasing to be a major factor in the development and functioning of commerce and industry), the public must support all of these routes and must pay the total investment burden incident thereto and the cost of maintenance and operation, through tariffs, or cause grave disturbances of an economic character.

The public owns the railroads; the public elects to provide competition in highway and in water routes; the public pays the tariff charges; so it is in every sense a public question and the burden is a public one.

I do not want to convey the impression that there is no equity whatever in competitive transportation. I merely want to say in the words of the definition which was quoted before that the study of the question is one involving "The science that investigates the conditions and laws affecting production, distribution, and consumption of wealth or the material means of satisfying human desires."

## Milk 20,000 Cows Every Morning on One Argentine Farm.

Land and cattle are so plentiful in the Argentine Republic that the owners of the big farms have had to divide the work so that each family will have charge of about 200 acres, it being impracticable to drive the cows on a big estancia to a central point each day to be milked.

Fred G. Horner, the well known Illinois grain dealer, on his visit to the Argentine learned of one dairy located on the Southern Railroad near Bahia Blanca containing several square leagues of land mostly seeded to alfalfa for hay and pasture. Each family has charge of 100 or more cows, there being 20,000 cows on this one ranch.

The cows are brought into a corral and the calves into an adjoining corral, and also alongside is the milking corral. As the half dozen milkers bring the cows into the milking corral the corresponding calves are allowed to enter and suck from their mothers. The milkers have stools strapped to themselves so that they can squat down any place at a moment's notice. It is a race between the milker and the cow's calf as to who is going to get the most milk.

As each cow is finished it is turned out to graze until the next morning. The milk each

morning is brought to central butter and cheese factories located on the estancia and owned and operated under the same management. Much expensive labor is saved by giving the cows little attention and no feed, with the result that the owners get along very nicely.

## A Group of Texas Elevators at One Station.

The branch line of the Chicago, Rock Island & Gulf opening 1,000,000 acres between Liberal, Kan., and Amarillo, Tex., has encouraged the construction of elevators, of which the group of houses at Gruver, Tex., is typical.

Among the elevators recently erected at Gruver are those operated by the Laird Grain Co., Chapman Milling Co., Borger-Morrow Co., McClellan Grain Co., and at Hitchland, Gruver p.o., near by those of the Guymon Equity, Texoma Grain Co., and the Hitchland Grain Co., shown in the engraving.

The Hitch Grain Co.'s elevator is of cribbed construction with 17 bins of 60,000 bus. capacity. The house is 30x48 ft., and 50 ft. to eaves, with a cupola 24 ft. high.

The equipment includes Kewanee Dump, grate and steel hopper; Kewanee Lift; Winter Head Drive for the 3,000-bu. per hour elevator leg, having suction fan on head; air compressor; 10-bu. Richardson Automatic Scale; 10-ton Fairbanks Truck Scale; and three ball bearing enclosed Fairbanks Motors.

The office building is 12x30 ft.

Two steel tanks of 18,000 bus. capacity each later were built, one on each side of the house, giving the plant a total capacity of 96,000 bus. The tanks are 27 ft. in diameter and 49 ft. high, and are filled and emptied by gravity spouting. The plant was erected by the A. F. Roberts Construction Co., which built two of the other houses at this station this season.



Dan Shrader, Mgr. Chapman Milling Co.'s Elevator, Gruver, Tex.

Side and End Views Before and After Tank Annex of Hitchland Grain Co.'s Elevator at Hitchland, Tex., Was Constructed.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Helena, Ark.—E. C. Horner, pres. of the Chamber of Commerce, announced on Sept. 11 that all obstacles that hitherto blocked the elevator project for this city have been cleared away. The elevator will be located on the river front south of the municipal terminal and will cost about \$160,000. The contract will be awarded soon.—P. J. P.

DeWitt, Ark.—We have just completed a small elevator on our farm here for handling our rough rice. We have a total capacity of 50,000 bus. The building is balloon frame type of construction, with 30-foot bins, sides and roof corrugated iron. We use electric power, all wiring in iron conduits on power circuits, light wires in flexible conduits. Our farm is located 12 miles east of DeWitt on White river Prairie. Bryce M. Hess has installed a drier for us.—John McWilliams.

## CALIFORNIA

Modesto, Cal.—The A. B. Shoemaker cleaning plant has been succeeded by Rosenberg Bros. & Co. at Modesto, who are running it as a bean and grain cleaning plant.—Bomberger Seed Co., by J. M. Bomberger, Berkeley, Cal.

## CANADA

Regina, Sask.—The Saskatchewan Wheat Pool began the wrecking of eight elevators throughout this providence during the second week of September, and is said to be contemplating the construction of 28 new ones, each to cost about \$17,000, in as many places, work to start soon.

Sarnia, Ont.—A 400-foot concrete dock is under construction fronting the south side of the new 2,000,000-bu. elevator of the Sarnia Elvtr. Co., Ltd. Completion of this and of the marine leg is expected to be in October. A large wooden dock at the west end of the elevator site is also under construction.

Ft. Churchill, Man.—The 1,000,000-bu. government owned and operated elevator that has been talked of for this point since last fall comes again into the limelight with the announcement that the Canadian government has decided to erect a 2,000,000-bu. house instead and that plans are being prepared. It is expected to have the elevator finished by the fall of 1931.

## WINNIPEG LETTER.

The Cameron Grain Co. has been organized; capital stock, \$100,000.

A. C. Henning, with the Donald Morrison Grain Co. of this city for years, died early in September after a long illness.

The proceeds of the sale of the membership of James A. Robb of the Globe Grain Co., amounting to \$12,733, has been paid by the Winnipeg Grain Exchange into court.

At the annual meeting of the Grain Exchange held Sept. 11, W. A. Murphy was elected pres. by acclamation, succeeding James A. Crowe; A. P. White and Ernest S. Parker were named vice-pres.

The Winnipeg Grain & Produce Clearing Ass'n, Ltd., at the recent annual meeting, chose Ernest S. Parker for pres.; W. R. Bawlf, vice-pres.; C. Tilt, sec'y-treas.; Frank O. Fowler, mgr.; Thomas Brodie, assistant mgr., all officers but the pres. and vice-pres. and the directors being re-elected.

In explanation of the closing of the office of the central wheat buyer for the Dominion Millers Ass'n, C. B. Watts, who has been sec'y of the ass'n for 38 years, said: "The grain business has gone. Big mills are buying direct from the West, and smaller mills are being supplied direct from the wheat pool, who will sell a carload or a hundred carloads at the same figure." The ass'n will continue to serve its membership in all other departments.

## COLORADO

Flagler, Colo.—Fred Mosher has closed his elevator at this point.

Greeley, Colo.—Elmer E. Butler of Windsor, where he was associated with the Windsor Flour Mills, has accepted the position of manager of the elevator of the Model Flour Mills at this place.

Denver, Colo.—H. C. Brickman, formerly manager of the Conley-Ross Grain Co.'s office here, has resigned his position with that firm and has made connections in the grain business in Los Angeles, Cal.

Brush, Colo.—The Farmers Elvtr. Co.'s elevator was damaged by fire at 9 o'clock p. m., Sept. 4, to the amount of several hundred dollars. Quick work by the fire department prevented much damage to the building. The cause was thought to have been a hot box in one of the drive shafts near the top of the elevator.

Denver, Colo.—O. L. Malo, son-in-law of the late J. K. Mullen and pres. of the Colorado Milling & Elvtr. Co., resigned from the directorate of the company after being offered the chairmanship to succeed Mr. Mullen, which he refused. John L. Dower, another son-in-law of Mr. Mullen's, was elected pres., and Stephen Knight, a director for a number of years and also manager for 25 years of the Eagle Flour Mills, a unit of the company in Denver, was elected chairman of the board. H. E. Johnson, former assistant general manager, was named vice-pres. to succeed Mr. Dower, and C. E. Williams, who has been with the company for about 30 years, was re-elected general manager. Mr. Malo's place on the board was filled by the election of L. L. Breckenridge, manager of the Twin Falls Flour Mills at Twin Falls, Ida.

## ILLINOIS

Nokomis, Ill.—The Nokomis Farmers Elvtr. Co.'s new manager is W. H. Casselberry.

Clifton, Ill.—The R. R. Meents & Sons Grain Co. has installed new 10-ton truck scales.

Plano, Ill.—The Farmers Co-op. Grain Co. has acquired the business of Jeter & Jeter.

Cardiff, Ill.—James H. Walsh, grain buyer, died recently in Chicago after a two years' illness. A widow and three sons survive him.

Chatsworth, Ill.—The grain trade of the Chatsworth vicinity held its regular meeting here on Sept. 24 at the Chatsworth Hotel where dinner was served at 6:30 p. m.

Rowell (Maroa p. o.), Ill.—R. E. Bowers is installing a 10-ton Fairbanks scale. The Fairbanks Scale Service Truck is supervising installation.—George J. Betzelberger.

Chesterfield, Ill.—James T. Rigsby, at one time a grain dealer at this place, also a member of the St. Louis Merchants Exchange, died late in August and was buried here.

Peoria, Ill.—The Grain Dealers National Ass'n will hold its annual convention in this city at the State Armory, Oct. 14-16. The Peoria Board of Trade will act as host to the grain dealers, and B. E. Wrigley is chairman of the general com'ite in charge of plans.

Annawan, Ill.—The Federal Grain Co., Inc., has bot the Farmers Grain & Supply Co. at this point for \$12,000, and Floyd Brown of Mineral will have charge. The Federal Grain Co. has bot several elevators in this vicinity lately, including one at Mineral and one at Atkinson.

Fithian, Ill.—James Phillips of Phillips & Corray, operating a grain elevator here, is taking out 8x16-ft. 10-ton Howe Wagon Scale and installing Fairbanks Heavy Truck Scale. A 10-ton wagon scale proved to be too light for the heavy trucks customers are now using.—George J. Betzelberger.

Streator, Ill.—The regular meeting of the grain trade of the Streator territory will be held here at the Plumb Hotel, Sept. 26, at 6:30 p. m. when dinner will be served.

Alton, Ill.—George S. Milnor is the new manager of the Sparks Milling Co.'s elevator and mill, succeeding H. P. Sparks, resigned. The company has a 500,000-bu. elevator here.

Illiopolis, Ill.—The Illiopolis Farmers Grain Co. has sold its elevator and all equipment to C. S. Scott, of Pana, and W. C. McGuire, of Maroa, who will continue the business under the old name and will take possession Oct. 1, when the lease of the Fernandes Grain Co. expires. Mr. Scott will act as manager.

Stonington, Ill.—About two months ago we bot the plant and business of the Willey Farmers Grain Co. (Willey is the next station south of here), and have since incorporated the Stonington Elvtr. Co. for \$10,000, with William Hight, C. T. Moore and I. W. Lerrick as incorporators.—Stonington Elvtr. Co., Otto F. Young, mgr.

Dwight, Ill.—I am manager of the Federal Grain Elvtrs. Inc., at Dwight and Gardner, there being four elevators at Dwight and one at Gardner. These elevators were formerly known as the Dwight Farmers Co-op. Co.—O. B. Robbins. [Another report is that Mr. Robbins was formerly manager of the Buckley Farmers Grain Co.'s elevator at Buckley, Ill., and that he succeeds Mr. Gilchrist, resigned, as manager at Dwight, Mr. Gilchrist returning to his former home at Macomb.]

Springfield, Ill.—At the present time the writer is Pillsbury's supervisor of construction on the Springfield plant and will stay on after construction is completed as supervisor of Springfield operations. Work on our buildings here has been progressing in good shape and we expect to be operating our elevator some time between Oct. 15 and Nov. 1 and expect to start operating our mill building some time after Dec. 1. At the present time we are installing machinery in our elevator.—Ralph R. Overholt, Pillsbury Flour Mills Co.

Pontiac, Ill.—The Pontiac Farmers Grain Co.'s elevator burned at 4 o'clock p. m., Sept. 14, the only portions saved being the old brick engine room and the wooden storage bins to the south of the elevator. The building was valued at \$8,000; about 2,200 bus. of corn and oats was destroyed, valued at \$1,700; insurance of \$5,200 was carried on the building, and a blanket policy covered all grain that might be in the elevator. Shortly before the fire an electric fuse blew out, was replaced, blew out again, and then fire broke out from the cupola.

Vermilion Grove, Ill.—I have engaged in the grain business with J. L. Pugh and O. D. Kendrick. Mr. Pugh and Mr. Kendrick owned and operated an elevator at Vermilion Grove for about one year. On July 1 of this year I purchased two elevators of the Paul Kuhn Estate, one at Riola, on the C. & E. R. R. in Vermilion County, the other at Quaker, in Edgar County, Ill., on the C. M. St. P. & P. R. R. The three of us incorporated under the name of Vermilion County Grain Corp., Vermilion Grove, Riola and Quaker, and are operating under that name. O. D. Kendrick of Indianapolis is pres.; P. J. Breen, sec'y and treas.; J. L. Pugh, manager.—P. J. Breen, Metcalf, Ill.

Chana, Ill.—The Chana Grain & Lumber Co.'s plant burned on Sept. 7, according to the Reliance Const. Co. Loss estimated at \$25,000, partly insured. The fire was caused by sparks from a locomotive. The plant consisted of two large elevators, two lumber sheds, nine coal bins, a cement house, scales, office and other small buildings, and contained at the time of the fire 12,000 bus. of oats, 900 bus. of wheat, 1,200 bus. of corn, 700 bus. of rye, 400 bus. of barley, four carloads of coal, a carload of salt, two cars of cement, besides a quantity of lumber and other building material. Ralph J. Cooking, part owner, is reported as saying that the plant will be rebuilt immediately. Two years ago Mr. Cooking and Homer S. Downing, formerly of Rockford, now of Los Angeles, bot the grain and lumber business from the Armour Grain Co. of Chicago. All the books and records were saved from the fire by the three daughters of Mr. Cooking. A later report from the Chana Grain & Lumber Co. says: "Our property was entirely destroyed by fire Sept. 7. We have sold our lots to the J. C. Griffith Lumber Co., of Ashton, Ill., and are out of business. It will build."

# The GRAIN DEALERS JOURNAL

Stonington, Ill.—When a pair of mules he was driving backed off the drive of the Stonington Elvtr. Co.'s elevator, Ellis Briggs was thrown 12 feet into a crib of corn but was lucky enough to escape serious injury.

## CHICAGO NOTES.

Board of Trade memberships are selling at \$50,000.

Charles Sincere & Co. have admitted William A. Churchill to general partnership.

Herman H. Fleer, former vice-pres. of Lyon & Healy, has associated himself with Clement, Curtis & Co.

Marvin S. Haskell was expelled from the Board of Trade, on Sept. 24, for unethical business conduct.

George J. McKerr and Joseph H. O'Connor have each registered with the Board of Trade on his own account, having dissolved the former partnership of McKerr & O'Connor. H. L. Rupert has bot the membership of F. B. Hitchcock.

Henry S. Robbins, who for more than 25 years has been counsel for the Board of Trade and is 76 years of age, was married recently at Toronto, Ont., to Miss Helen B. Graham of that city. Four married daughters of the groom attended the wedding.

For the purpose of acting as a stabilizing influence on the security trading market that was to be inaugurated within a few days by the Board of Trade, the Traders Security Corp. was formed by members of the Board, with an authorized capital of \$500,000 and was granted a charter to operate in Illinois.

Kenneth L. Cooper, Paul L. Dysart, Jr., and Edwin J. Kuh, Jr., on Sept. 15 announced the formation of a partnership to engage in a general brokerage business in securities and commodities under the name of Cooper, Dysart & Kuh. The firm is a clearing member of the Board of Trade and of the Chicago Curb Exchange.

Luther S. Dickey, age 48 years, stock broker and grain trader of this city and New York, died at his home in this city on Sept. 15 from diphtheria. He was a member of the Board of Trade and formerly of the New York Stock Exchange, and was associated with the firm of Thomson & McKinnon. Until a few years ago he was a member of the firm of McKenna & Dickey. He is survived by his widow, two sons and a daughter.

The American Legion Drum and Bugle Corps of the Chicago Board of Trade, the world's central commodity market, was heard over Station WOC, Davenport, at 5:30 o'clock Monday afternoon, Sept. 17. Board of Trade Post 304 arrived in Rock Island late Sunday night for the Illinois convention of the Legion. Its radio appearance followed the Legion parade Monday afternoon. Appearance of the Drum and Bugle Corps was particularly interesting to the radio audience at this time. On the recent National Hospitalization day program at the Veterans Bureau Hospital at Chicago the corps won first prize in competition with more than a dozen rival corps.

## INDIANA

Honey Creek, Ind.—The Honey Creek Mill & Supply Co. has completed the installation of a McMillin Wagon and Truck Dump.

Stevens Station (Newburgh p. o.), Ind.—It is said that during the coming year a number of improvements will be made at the elevator of the Peter Umfried Estate.

Loogootee, Ind.—Ralph Stewart has disposed of his interest in the Loogootee Milling & Grain Co., with which he has been associated for a year and a half, and moved to Huntingburg. He has taken up selling feeds.

Ft. Wayne, Ind.—We will continue to operate as heretofore, the only change in the firm is that Sam Kraus has retired from the firm and is in business for himself, but we do not think he is operating any elevators. His address is Standard Building, Ft. Wayne.—Kraus & Apfelbaum, Inc.

Terre Haute, Ind.—The Paul Kuhn estate 1,000,000-bu. elevator here has been purchased by the Terre Haute Public Elvtr. Corp., which will operate it as a government bonded public elevator. John W. Jordan of the National Elvtr. Co., of Indianapolis, is pres.; Lawrence Scott, manager, and W. T. Harris, treas. The new company will have no connection with the Indianapolis company.—John W. Jordan.

Milan, Ind.—Henry H. Crum has just installed a 40-h.p. electric motor, replacing a gasoline engine, and a Bauer Hammer Mill at his elevator here.

Milford Junction (Milford p. o.), Ind.—Frank Beer has bot the elevator and feed mill here from John D. Baumgartner, operating as the Farmers Grain & Milling Co.

Westpoint, Ind.—The Crabs Reynolds Taylor Co. has added to its equipment here a McMillin Dump which accommodates its four different grain sinks and is operated by a 2-h.p. motor using a high speed chain drive.

Bluffton, Ind.—George DeHaven, who has been manager of H. C. Arnold & Son's elevator and coal yards, has gone into business on his own account and has bot the elevator here on the Nickel Plate tracks. He will sell feeds and coal and grind feeds.

Flatrock, Ind.—Martin M. Nading, owner of the Flatrock elevator, will take charge of the grain business at that point about Oct. 15, or as soon as necessary repairs can be made. His brother, Walt Nading, will continue as manager.—Flatrock Elvtr., per Walt R. Nading, mgr.

South Whitley, Ind.—At a meeting of the stockholders of the Farmers Mill & Elvtr. Co. it was voted to rebuild the 30,000-bu. elevator recently burned, as reported in the last issue of the Journal. A temporary office building has been built for carrying on the feed and coal business, and the Reliance Const. Co. has been awarded the contract for the erection of a 24,000-bu. wood, iron-clad, cribbed construction elevator. The equipment includes Western Corn Sheller, two chain feeders, one shaker feeder, McMillin Dump, 75-hp. Jay Bee Hammer Mill, 5-bu. Richardson Automatic Scale, manlift, one corn cracker, one cleaner, one No. 7 Monitor Corn and Grain Cleaner, one feed mixer, two stands of elevator legs, 16x7 ear corn cups, 9 motors with a total of 126½ h.p.

## INDIANAPOLIS LETTER.

Elder Bros., Inc., incorporated; incorporators: L. S., William R. and Mabel Elder; to deal in grain and other merchandise.

It is my intention to rebuild at Morris and Dakota streets.—National Elvtr. Co., John W. Jordan, pres. [The elevator of this company burned last June, as reported in the June 25 Journal.]

The Grain & Hay Club of the Indianapolis Board of Trade, according to Dan Hart of Hart Bros. Grain Co., held its annual outing at Ulen Country Club, Lebanon, Ind., on Sept. 11. Golf and bridge absorbed the fleeting hours of the afternoon, and perhaps some fleeting change. A sumptuous chicken dinner, indexed as the "main attraction," came on at 6:30.

The Bingham Grain Co., Inc., had H. J. Berry of the Berry Grain Co. appointed trustee on Sept. 4 to liquidate the affairs of the business. It is said 100 cents will be paid on the dollar. It was hoped the company would re-engage in business after present difficulties were surmounted but reports from the trustee of the intentions of the officers of the firm indicate otherwise. Considerable unhedged cash corn is said to have led to present entanglements.

## IOWA

Brooklyn, Ia.—A. L. Yount has purchased W. A. Frasier's mill here.—Art Torkelson, with Lamson Bros. & Co.

Lohrville, Ia.—H. Bates of DeSoto, Ia., has succeeded E. C. Sherwood, resigned, as manager of the local elevator of the Des Moines Elvtr. & Grain Co.

Readlyn, Ia.—A new loading room and a new office have recently been completed at Floyd Bowditch's elevator. The former is 26x10 feet and the latter 9x10 feet.

New Sharon, Ia.—New Sharon Mill & Elvtr. Co., incorporated; capital stock, \$50,000; incorporators: G. C. Bennett and Carl G. Bennett; succeeds G. C. Bennett.

Onawa, Ia.—A Beall Rotary Warehouse and Elevator Separator has been installed at the Farmers Elvtr. Co.'s plant, also some remodeling and repairing done by the Younglove Const. Co.

Ewart, Ia.—We are building a new elevator and warehouse at Ewart—contract is let to Joe Larsen. This building is to be fully equipped and of 20,000-bus. capacity. Fred Wells, manager, Wells & Hamilton, owners.—Wells & Hamilton.

LaPorte City, Ia.—The Logan Milling Co. is adding another story to its plant here and is installing new dump, scales, bins for storage and an oats huller. The manager is W. D. Lyle.

Lanesboro, Ia.—E. E. Wentz has added a 50,000-bu. annex to his north elevator, the same being covered with sheet iron, both roof and sides. The Van Ness Const. Co. is the builder.—E. H. Day, with Doern-Scarratt-Hannah Co.

Hubbard, Ia.—L. R. Bates, who has been manager of the local Farmers Elvtr. Co.'s elevator for the past five years, has resigned his position and accepted the management of the Iowa Falls Milling Co. at Iowa Falls.—Art Torkelson.

Angus, Ia.—The Angus elevator, A. S. Brown, manager, was struck by lightning on Sept. 9 at 5:30 a. m. and the roof damaged badly. The resulting fire was put out promptly by Mr. Brown, who arrived just in time to prevent a bad fire.

Wellsburg, Ia.—Contract has been let by Frerichs & Snittjer to the R. M. VanNess Const. Co. for the erection of a new elevator to replace the one burned in August. Work has already begun and it is to be completed early in November.

Lavinia, Ia.—A portion of the west wall of the east elevator of the Quaker Oats Co. gave way, due to the pressure of the grain inside, letting more than 7,000 bus. of corn and oats out on the ground. Damage to the building was estimated at \$1,000. The engine room was badly damaged. The Quaker Oats Co. owns both elevators here, and V. C. Reidmiller is manager.

Riverside, Ia.—We bot the mill at Riverside, Ia., and the plant is being equipped with motors, up-to-date weighing and handling equipment, etc. We will not operate it as a mill at present. It will serve as a transfer and storage house. We are increasing the elevator capacity double the amount when we bot it. The plant is owned and operated by us and there are no outside interests, as some papers indicated.—Piper Grain & Milling Co., Cedar Rapids, Ia.

Winfield, Ia.—Edwin Kirkpatrick, employed at the Farmers Elvtr. Co.'s elevator, was almost electrocuted recently when he went into the boot of the elevator dump to do some work, holding an electric light in his hand. The floor of the boot is of metal, and it is supposed that a short circuit in the wiring of the cord of the lamp caused the current to pass thru his body when he set foot on the floor. He was knocked unconscious and received several bad burns. At last report he was recovering.

New London, Ia.—The Farmers Elvtr. Co. will rebuild its elevator that burned recently, as reported in the Aug. 25 Journal. All the machinery and grain, amounting to about 10,800 bus., was destroyed, the some of the grain was salvaged and sold at \$2 a ton. The board of directors voted to pay the farmers who lost grain in the fire. About \$10,000 insurance was carried. The office and other small buildings were not damaged, making it possible for the company to continue with the business, except grain buying. A new oat huller was bot immediately after the fire.

Clare, Ia.—A 30,000-bu. elevator for the Farmers Elvtr. Co. here is being built by T. E. Iberson. This elevator will be complete in every way and will be built about 50 feet away from the old elevator which will be left standing and will be used as a storage house. The new elevator will have one leg equipped with 12x6 Salem buckets and a new type standard Kewanee Dump will be installed. Motor power will be used in connection with a Winter's Head Drive. The building will have full size reinforced slabs for a foundation and the entire structure will be covered with galvanized iron.

Leon, Ia.—Heavy damage was done to the uptown plant of the Graham Coal & Grain Co. by fire at 3 a. m., Sept. 3. About half of the long, narrow building that extended the length of the block burned. A large quantity of bran, shorts, fertilizer and tankage recently received was ruined by water, and a quantity of hay burned. About 55,000 pounds of wool, valued at \$19,000, was badly damaged. Insurance of \$9,000 was carried on the contents and \$1,000 on the building. Only recently a building had been purchased which is being remodeled for the occupancy of the business. C. O. Graham is the head of the company.

Kennedy, Ia.—Johnson & Tuttle, grain elevator operators of Orient, Ia., have bot the Farmers Elvtr. Co.'s elevator here, and G. E. Burger, who has been managing the Farmers Elvtr. Co.'s elevator at Earlham, Ia., has been engaged as manager. The elevator has been operated for several years by a number of farmers who did not have the time to give the business the attention it required.

Eldridge, Ia.—Work on the new feed mill which is being installed by the Farmers Elvtr. Co. has been started and when completed will be one of the finest in this section of the state. The new unit will be 30x48 feet, of wood construction covered with galvanized iron. The machinery will include a 30-inch ball bearing attrition mill driven by two 40-h.p. electric motors, an ear corn crusher, a husk reel and a 12-foot bolter to separate the hulls from the oats after ground. An unloading driveway equipped with a truck dump which automatically handles trucks, wagons and sleds, providing complete protection in all weather, is another feature of the construction.—Farmers Elvtr. Co., W. H. Kuehl, mgr.

## KANSAS

Idana, Kan.—The elevator of H. R. Trechsel has been overhauled.

Brewster, Kan.—The elevator of Coffey-Larrick Grain Co. is being overhauled.

Zenith, Kan.—The Zenith Grain & Livestock Co. has installed a White Star Grate and Pan.

Chapman, Kan.—We plan to install a feed mixer a little later.—C. G. Albert, Chapman Mills.

Walton, Kan.—The Walton Farmers Grain Co. is contemplating installation of a feed grinder.

Frederick, Kan.—The local elevator of the C. D. Jennings Grain Co. has been closed temporarily.

Ashton, Kan.—Mail addressed to the Paul Lewellyn Grain Co., Ashton, is returned marked "Moved."

Lyons, Kan.—We have replaced our steam power with a 200-h.p. motor.—Lyons Flour Milling Co.

Junction City, Kan.—A hammer mill has been installed by the Hogan Milling Co. for pulverizing screenings.

Lincolnville, Kan.—It is reported that the Farmers Union Co-op. Ass'n is considering installing a feed grinder.

Protection, Kan.—The Protection Co-op. Supply Co. recently purchased a new air compressor from the White Star Co.

Manhattan, Kan.—We have installed a disc separator with capacity for 100 bus. per hour.—B. Lowe, Manhattan Milling Co.

Hope, Kan.—We intend to install SKF Ball Bearings in our elevator this fall.—J. C. Reed, Farmers Co-op. Elvtr. & Supply Co.

Salina, Kan.—Wolcott & Lincoln recently installed George Noll as manager in its offices in the Farmers Union Building here.

Barnard, Kan.—I am leaving here soon—going into other business.—B. H. McBride [former agent of the C. E. Robinson Elvtr. Co.]

Bentley, Kan.—We will dismantle and tear down our old elevator, using the material to build a new feed warehouse.—J. A. Armour.

Brewster, Kan.—A 15,000-bu. addition has been built to the local elevator of the Derby Grain Co., which raised the total capacity to 25,000 bus.

Goodland, Kan.—The new elevator of the Goodland Equity Exchange has been completed. Building was done by Federal Engineering Co.

Marion, Kan.—We expect to put a truck dump in our Rock Island elevator this fall.—M. E. Pierce, Marion Co-op. Equity Exchange.

Topeka, Kan.—The Willis-Norton Milling Co. has insulated its mill building and covered it with iron in order to help maintain more even temperature.

Tecumseh, Kan.—U. A. Ralston, whose elevator burned in August, will not rebuild it this fall, but may do so in the spring if conditions are favorable.

Dellvale, Kan.—The local elevator of C. L. Parker Grain Co. has been purchased by Fred Mosher who now operates it under the name of Fred Mosher, Grain.

Sterling, Kan.—We expect to install a hammer mill soon. Increasing the storage capacity of our elevator is being contemplated.—J. M. Boes, Farmers Co-op. Union.

Pollard (Lyons p. o.), Kan.—Coal sheds will soon be put up here by the N. Saur Milling Co., which is taking on coal and seed as side lines to its local grain business.—A. A. Yoke, agt.

Hutchinson, Kan.—Concrete was being poured before the middle of September for the Grain Belt Elvtr. Co.'s 305,000-bu. storage tanks here, details of which were given in the Aug. 25 Journal.

Topeka, Kan.—We have sold our elevators at Norton and Dellvale, Kan., to Fred Mosher at Rexford who took charge Sept. 1. We will continue our grain business at Topeka.—C. S. Parker Grain Co.

Morganville, Kan.—The Farmers Co-op. Elvtr. Ass'n has leased the mill of H. H. Stoneback and is now doing business in the new location. It can ship by both the Union Pacific and the Rock Island railroads.

Wamego, Kan.—We have installed a Eureka Corn Cutter and a No. 33 Western Gyration Cleaner. We expect to install SKF Ball Bearings on all our line shafts next.—John Ross, Wamego Seed & Elvtr. Co.

Plainville, Kan.—The property of the Plainville Mill & Elvtr. Co., purchased by Bowersock Mills & Power Co. last spring, has been overhauled and the 300-bbl. mill has been put back into operation.—H. E. Ericson.

Argonia, Kan.—The B. C. Christopher Co., of Kansas City, has filed suit against the Empire Milling Co., of this place, for damages of \$1,600, charging that the company failed to carry out its part of a contract in a grain deal.

Rossville, Kan. The elevator of the Farmers Co-op. Co. was taken over by the Empire Grain Co. last June and now operates under the latter name. I am manager.—Frank Murray. [T. J. Myers is the head of the Empire Grain Co.]

Hutchinson, Kan.—The foundation and tunnel work on the new terminal elevator being built here for the Grain Belt Elvtr. Co. was completed and work was started on pouring the concrete for the walls and bins at the end of the first week of September.

Copeland, Kan.—Miss Nellie Swanson, 19 years of age, who assists at the Copeland Equity Union Elvtr. Co.'s elevator, is reported to have invented a weighing system this past summer by which two truckloads of wheat can be weighed in one minute.

Collyer, Kan.—Our elevator at Collyer, construction of which was begun on Aug. 15 and is to be completed Oct. 1, will have a capacity of 25,000 bus., will be covered with metal and equipped with Winter's Direct Electric Drive.—C. E. Robinson Elvtr. Co., Salina, Kan.

Marysville, Kan.—Grain dealers of this territory met here on Tuesday, Sept. 17, for the regular local meeting. Among those present were E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, and J. J. Kraettli, pres. Kansas City Board of Trade. About 40 were in attendance.

Whitelaw (Tribune p. o.), Kan.—The equipment of the new 35,000-bu. elevator just completed here by Trued Bros. Grain Co., will be of the latest modern design and will include a Kewanee Lift, 8-bu. automatic Richardson Scale, 10-ton Fairbanks Truck Scale with type registering beam, 18-h.p. Fairbanks-Morse Engine. The elevator has 2,500 bus. hourly handling capacity, and SKF Bearings thruout. It is the biggest house in the county.—Logan Bros. Hart Grain Co., Kansas City, Mo.

## Warning

A young woman signing the name L. Curran and Gaman, and using receipts of the Periodical Service Co., Inc., of Minneapolis, Minn., has been collecting money from Kansas grain dealers and promising to send the Grain Dealers Journal for the cash received.

Neither she or the company whose formal receipts she is giving to payers has sent any subscription orders to the Journal. Neither has ever had authority to solicit business or collect money for the Grain Dealers Journal of Chicago.



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*Grain Merchants—Consignments*

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*General Grain Merchants*

**Smith-McLinden Grain Co.**  
*Wheat, Coarse Grains, Mill Feeds*

**Stevens-Scott Grain Co.**  
*Wheat, Kafir, Milo Maize, Corn*

**Sam P. Wallingford Grain Corp.**  
*General Grain Business*

**Wichita Terminal Elevator Co.**  
*Receivers, Shippers—Storage*

**Adair Grain Co.**  
*Wheat, Corn, Oats, Kafir*

**A. F. Baker Grain Co.**  
*Wheat, Corn and other grains*

**James E. Bennett & Co.**  
*Grain Futures, Stocks, Bonds, etc.*

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**Hall-Baker Grain Co. of Wichita**  
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# The GRAIN DEALERS JOURNAL

Nickerson, Kan.—We have remodeled our old 7,000-bu. elevator, relining the bins and covering the outside with iron. Our old gasoline engine has been replaced with a 5-h.p. G. E. Motor. A feed grinder is now being installed.—H. D. Fossey, mgr., The Farmers Co-op. Elvtr. Co.

Norton, Kan.—C. L. Parker of Topeka, Kan., has sold his elevators here and at Delvalle, Kan., to Fred Mosher of Rexford, Kan. S. G. Mahaffey has been manager of the Parker elevators for the past five years. Jay Roberts of Flagler, Colo., will be the Mosher manager.—S. G. Mahaffey.

Topeka, Kan.—We are rebuilding the old Forbes Milling Co. plant, insulating and iron covering the outside and fitting it up with new machinery. When completed the plant will have storage capacity for 60,000 bus. of grain. The feed mill and the elevator will be in operation by Oct. 1, the corn meal plant a little later.—Forbes Bros., Central Mills.

Sublette, Kan.—We are now [Sept. 11] accepting bids on our new elevator. Bids close Sept. 21. We are building on the Santa Fe Railroad, capacity 25,000 bus., frame and iron. We are organized under the name of the Co-op. Grain Dealers of Sublette, with about 90 paid-up stockholders. Pres., I. H. Cook; our manager is H. T. Keast from Dodge City.—John L. Harves, sec'y and treas.

Salina, Kan.—A number of changes have recently taken place in the Wolcott & Lincoln offices here, G. W. Penny having been sent here to manage the office during the absence of S. R. Scruby, who has gone to Chillicothe, Mo., for an operation; R. A. O'Brien, former operator, having resigned to go to Kansas City and his brother, R. H. O'Brien, having come from Oklahoma City to take his place.

Sterling, Kan.—The Arnold Milling Co.'s 60,000-bu. elevator, containing about 30,000 bus. of wheat, burned during the night of Sept. 10. The mill adjoining was not damaged, thru the efforts of the firemen, but the steel grain tanks, also adjoining the elevator that burned, were reported as damaged. The burned structure was the only part of the present plant that was not of concrete or steel, and it was covered with metal.

Wallace, Kan.—The Wheat Farming Co., of Topeka and Hays, is about to build a 27,000-bu. elevator here to handle the products from its 12,000-acre unit in this county. The contract has been awarded to A. F. Roberts. The company gets its seeds from the State Agricultural Experiment Station at Hays. The surplus of the seed crop now being produced (much of which is certified) will be sold to farmers of the western part of the state.

Dodge City, Kan.—A new elevator, to be operated by C. C. Isely, who is engaged in the grain business here, and financed by private capital and public stock subscription to be placed by the Chamber of Commerce industrial committee, is promised for this city. Plans have been drawn for a 2,000,000-bu. house, one unit of which, of 500,000-bu. capacity, is to be finished in time for next year's crop. The Jones-Hettelsater Const. Co. is working up plans.

Wamego, Kan.—A new iron-clad 22x74-ft. warehouse and a 20x60-ft. coal shed with four bins and concrete floors have been completed here by the Wamego Milling Co. A Blue Streak Hammer Mill direct connected to a 25-h.p. inclosed motor, and a Haines Vertical Batch Mixer have been installed in the warehouse, which is arranged to do grinding with a minimum of labor. The company is beginning the manufacture of feeds under its own brand names. Coal is being added to its sideliners.—The Wamego Milling Co.

Topeka, Kan.—The Kansas Grain Dealers Ass'n, E. J. Smiley, sec'y, has recently received the following applications for membership: Rice Grain Co., Emporia; Chase Co-op. Union, Chase; Farmers Union Co-op. B. Ass'n, Dillon; White City Grain Co., White City; Farmers Co-op. Business Ass'n, Grainfield; Farmers Union Co-op. M. & E. Elvtr. Co., Monument; Sharon Springs Elvtr. Co., Sharon Springs; L. A. Jordan, Winona; J. C. Dopp, St. Francis; Ellis Lester, Long Island; J. R. Duffey, Menlo; Peñonokee Farmers Union Co-op. Ass'n, Peñonokee; J. B. Schroer, Dresden; Far. Shipping Ass'n, Plainville; Rydal Farmers Elvtr. Co., Rydal; Four County Grain Co., Logan; N. R. Dockstader, Glen Elder.

Kismet, Kan.—The Kismet Equity Exchange has purchased the Kismet Elvtr. & Supply Co.'s elevator here and will use it to handle row crop, handling wheat only in its other house. Next spring, if crop conditions are favorable, both elevators will be rebuilt. Guy C. Miller is manager.

## KENTUCKY

Springfield, Ky.—A burning dump pile in the rear of the large grain warehouse of the Hayden Mill & Grain Co. threatened to destroy the building but the timely arrival of the fire department put out the fire before the building caught. However, if it had not been covered with sheet iron it undoubtedly would have burned.

## MARYLAND

### BALTIMORE LETTER.

Baltimore, Md.—By the will of the late Charles England, his son receives all his personal effects, his two sisters \$10,000 each, and his daughter and son the remainder of the estate.

Baltimore, Md.—W. H. Weems of Philadelphia has been appointed elevator agent here for the Pennsylvania Railroad Co., succeeding Charles Reimer, recently retired because of his age.

Baltimore, Md.—Recent applicants for membership in the Chamber of Commerce include W. H. Weems, elevator agent for the Pennsylvania Railroad in this city, and Gray Silver, pres. of the Eastern Grain Growers Ass'n.

Baltimore, Md.—The board of directors of the Chamber of Commerce passed a resolution on Sept. 9 that all sales of red winter garlicky wheat in this market shall be understood as carrying domestic freight rate, unless plainly designated otherwise by the seller at the time of making the sale.

## MICHIGAN

Corunna, Mich.—The Parshall Milling Co. has just provided copper cable lightning rod protection for its flour mill.

Girard, Mich.—The Maxon mill and the owner's residence nearby have just been protected with copper cable lightning rods.

Pewamo, Mich.—Copper cable lightning rod protection has recently been provided on the elevator and warehouse owned by the Pewamo Elvtr. Co.

Corwin (Wayne p. o.), Mich.—The Corwin Bean Elevator, owned by the Williamston Elvtr. Co., has just been provided with copper cable lightning rod protection.

Capac, Mich.—The A. Tosch & Son Elvtr. Co. has sold its elevator and coal business here which will hereafter be managed by Carl M. Wendt, one of the new owners.

Tustin, Mich.—The Tustin Elvtr. & Lumber Co. has just replaced engine power with 25-h.p. induction motor located in a fire-resistant room formerly occupied by the engine.

Mason, Mich.—The Farmers Elvtr. Co.'s plant is being remodeled. A new cleaner is being installed, also four fully enclosed self-ventilated motors provided with push button starters having low voltage and overload time limit protection.

Webberville, Mich.—The elevator of Charles Cool & Son has just been protected with copper cable lightning rods and a Dings Magnetic Separator has also been installed ahead of the feed mill to remove the tramp iron from stock to be ground.

Howard City, Mich.—With the purchase of the former co-operative elevator here recently, owned and operated by the Michigan Milling Co. of Grand Rapids, B. F. Brunke of Fountain, Mich., has added the seventh elevator to his Michigan holdings.

Harbor Beach, Mich.—The Bad Axe Grain Co. has just replaced its oil engine in grain elevator with three Fairbanks-Morse Ball Bearing, Fully Enclosed, Self-Ventilated Motors, all controlled by automatic switches, having low voltage and overload time limit protection.

Ithaca, Mich.—The Ithaca Roller Mills have just installed a 10-h.p. G. E. Ball Bearing, Fully Enclosed, Self-Ventilating Motor in their bean elevator. This motor is controlled by means of an automatic switch, providing low voltage and overload time limit protection, all parts being enclosed in a dust-tight case.

Shaftsbury, Mich.—The Shaftsbury Elvtr. Co. has just completed installation of single-phase alternating current motors to operate its elevator, three-phase current being no longer available since the trolley line and the substation were recently discontinued. All of these motors are to be enclosed in fire-resistive enclosures built of asbestos lumber and concrete.

Bronson, Mich.—The Bronson Co-op. Ass'n has installed a complete freight elevator furnished by the Sidney Grain Machinery Co.

## MINNESOTA

Lowry, Minn.—The entire upper floor and roof of Misensol & Leslie's mill was burned, also machinery and belting and part of the stock damaged on Sept. 12. Lightning was the cause.

Hills, Minn.—I have accepted the position of manager of the Hills Mercantile Co.'s elevator. Have been connected with the grain business for 25 years.—F. A. Dunn, formerly of Beaver Creek.

Wells, Minn.—Louis Ohnstad is reroofing and generally repairing the old Byrnes elevator which he purchased some time ago, preparatory to moving into it. He has been conducting his feed business in the mill warehouse.

Kerkhoven, Minn.—A. G. Nelson has purchased the Rustad interest in the Rustad-Nelson elevator here. Before Mr. Rustad's death the house was owned equally by him and Mr. Nelson, with the latter as manager.

Edgerton, Minn.—O. D. Smith, who has been manager of the Farmers Elvtr. Co.'s elevator here since July 15, has bot an elevator at Bird Island and resigned his position here. B. Zwarts, second man at the elevator for a number of years, will succeed him as manager.

Glencoe, Minn.—Farmers & Merchants Milling Co. has awarded the contract for a new 20,000-bu. 10-bin annex to the T. E. Ibberson Co. The annex is iron clad, using 1½-inch galvanized cross corrugated iron on walls and No. 26 gauge standing seam roof with a one-ply composition roofing underneath iron. The foundation consists of a 15-in thick solid concrete slab, well reinforced with steel. A 12-inch spiral conveyor is used at the bottom, driven by 5-h.p. type HAC Fairbanks-Morse Enclosed Motor, taking grain from annex to old elevator pit. A 12-inch spiral conveyor is also used from old elevator distributors to top of annex, distributing the grain to 10 bins. This upper conveyor is driven by a 5-h.p. type HAC Fairbanks-Morse Enclosed Motor. Both upper and lower 5-h.p. motors have a 5-h.p. Link Belt Silent Chain Drive to each conveyor, using an oil tight housing for each drive. The annex will be ready to receive grain by Oct. 15 and as soon as completed it will give the company additional storage room for 20,000 bus. of grain. Mr. Green is the progressive manager.

Tyler, Minn.—The Tyler Co-op. Co.'s elevator was filled to capacity with grain at the time of its recent fire, reported in the last issue of the Journal, and house and grain were a total loss. A small fire in the elevator was discovered early in the evening and was put out by the fire department, but a citizen returning home between 12 and 1 o'clock discovered fire in the building again, but it had gained such headway that it was beyond control. A few carloads of grain on a sidetrack near the elevator were saved by great effort. The second fire occurred during a severe electrical storm which gave rise to the belief that the elevator was struck by lightning. The T. E. Ibberson Co. has contracted to build a 20,000-bu. elevator to replace the one that burned, the new plant to consist of 12 bins, short leg equipped with 11x6 Salem buckets, a Strong-Scott Head Drive driven by a 5-h.p. Fairbanks-Morse Motor, Strong-Scott Pneumatic Pump fitted in a 15-ton Fairbanks 18x8 Dump Scale, a 2-h.p. enclosed type Fairbanks-Morse Motor for driving the air compressor, a 60-bu. Fairbanks Hopper Scale to be used for weighing out. The driveway is 12 feet wide, enclosed 14 feet ahead of the scale; the office is 12x24 on the ground, having an outside entrance and an entrance into the driveway, plenty of light and ventilation. The entire plant is iron clad, thereby taking advantage of the lowest possible insurance rate. A Strong-Scott Safety Manlift provides access from top to bottom of elevator. This plant is to be receiving grain Oct. 18 and will be entirely completed before Nov. 1.

Franklin, Minn.—H. B. Peterson is pres. and Carl Lieske is sec'y of the Franklin Milling Co., recently organized here.

Wabasso, Minn.—The Farmers Grain & Fuel Co., whose elevator burned last month, has bot the Goblersch Elvtr. Co.'s elevator here.

Redwood Falls, Minn.—The Unity Mills Service Co. recently leased the Redwood Milling Co.'s warehouse and plans carrying a full line of mill products. The Unity company is connected with the Washburn Crosby Milling Co.

Warren, Minn.—The terminal elevator here formerly operated by the Spalding Elvtr. Co., having a capacity of 100,000 bus., was opened for business early in September by the Osborne-McMillan Elvtr. Co. of Minneapolis, who recently bot it. C. A. Barnett is manager.

Grand Rapids, Minn.—The Unity Mill Service Co. bot seven elevators near Thief River Falls, Minn. The plant at Brainerd buys grain and other plants are at Wadena, Rochester and Park Rapids. H. B. Smith, of Minneapolis, pres. of Unity Mill Service Co., writes: "We have opened a flour and feed station at Grand Rapids, Minn., with H. E. Hagen as mgr., equipped with bulk grain storage of approximately 10,000 bus., attrition mill, etc. This station is known as the Grand Rapids Mill. We have also established a flour and feed station at Brainerd to be operated as Crow Wing Mill. The grain storage at this point is approximately 8,000 bus., and is also equipped with attrition mill, corn grader, feed mixer, etc."

#### DULUTH LETTER.

W. T. Nightingale has become associated with the Barnum Grain Co. and represents that concern on the Board of Trade.

Membership in the Board of Trade has been applied for by Walter W. Hall, also by F. M. Crosby, Jr., wheat buyer for Washburn Crosby Co.

The Occident Elvtr. Co. has installed a new automatic grain sampler, said to be the first one in the United States. Several large Canadian elevators have been using them.

R. C. Schiller, who resigned his position as manager of the Occident Terminal Elvtr. Co. several months ago, has gone into the general grain commission business on his own account and opened offices in the Board of Trade Building.

#### MINNEAPOLIS LETTER.

The Atkinson Milling Co.'s plant in this city, which includes a grain elevator, is about to close for a short time to permit of repairs.

The Twin City Trading Co. is erecting additional grain storage tanks to be completed Nov. 1. The James H. Brown Co. is the architect-builder.

William A. Maney, pres. of the Maney Bros. Mill & Elvtr. Co. of this city, is making good progress toward recovery from a recent operation for appendicitis.

There was no consolidation of the W. P. Devereux Co. and the Salyards Grain Co. The W. P. Devereux Co. sold its country elevators and grain commission business in the state of Montana to the Salyards Grain Co., otherwise the W. P. Devereux Co. has continued business as heretofore and expects to continue to operate the terminal elevator and grinding business here. The E. F. Carlton Co. was recently organized and we expect to take over the grain business of the Devereux Co. some time in the near future. C. E. Carlton, formerly with the Devereux Co. in its Lewistown, Mont., office, will have charge of the wheat and coarse grain business, E. F. Carlton devoting his time and attention to the grinding and merchandising of screenings as he has done for the past 31 years. John H. Farley was elected pres. of the W. P. Devereux Co., succeeding Mr. Devereux, who died in May. E. F. Carlton remains as vice-pres. and sec'y.—E. F. Carlton Co., by E. F. Carlton, pres.

#### MISSOURI

Levay, Mo.—A new elevator has just been completed here for the Levay Elvtr. Co.

Glasgow, Mo.—Fire severely damaged the warehouse of the Glasgow Milling Co. recently.

St. Louis, Mo.—A. E. Bazen, assistant traffic commissioner of the Merchants Exchange, has resigned that post, effective Sept. 21, and gone to Kansas City.

St. Louis, Mo.—The Merchants Exchange membership of Lewis T. Tune has been transferred.

Hume, Mo.—Roy L. Cox, who was associated with the Blaker Lumber & Grain Co. here, has gone into the grain, hay and feed business on his own account and is building a warehouse and office.

#### KANSAS CITY LETTER.

Joseph B. Bracken, in Jackson Bros. & Boesel's office here and a member of the Board of Trade, is recovering from an attack of pneumonia.

The subsidiary company recently formed by the Nutrena Feed Mills, Inc., to look after its grain interests is known as the Martin Commission Co., with J. H. Martin at the head.

Edmund Marshall of the W. H. Marshall Commission Co., took the fatal step Sept. 11 and was married to Miss Alice Evans of Kansas City, Kan. The couple are still on their honeymoon in the West.

Barney T. O'Dowd of the Simonds-Shields-Lonsdale Grain Co. is suffering from cuts, bruises and internal injuries received Sept. 14 when the airplane in which he started to take a trip crashed to the ground. He is convalescing slowly.

The Scoular-Bishop Grain Co., whose headquarters are in Superior, Neb., and which has branches in half a dozen other cities, including Omaha, has opened another branch office with private wire service in the Livestock Exchange Building with Fred L. Myers in charge. J. H. Wooldridge, sec'y of the company, is manager of the cash grain office in this city.

The Chicago & Alton Railway Co. has awarded the contract to Chalmers & Borton for the immediate construction of a drier and drier house to be located at its East elevator here. The plans were prepared by Horner & Wyatt. This elevator is also known as the Kansas elevator of the Southwest Co-op. Wheat Growers Ass'n, being leased by the ass'n. The building will be of concrete and the equipment will include bin thermometers, Webster transmission and spouting machinery and Randolph Direct Heat Driers. The elevator's capacity is 1,000,-000 bus.

We are erecting at North Kansas City a warehouse and bean cleaning plant. Size of the warehouse is 91x350 feet. The elevator attached is 30x60 feet. The warehouse will be completed by Sept. 21, the elevator approximately a month later. The entire plant will be fireproof, of brick and reinforced concrete construction, equipped with sprinkler system, automatic handling machinery, etc. Warehouse has a concrete loading dock running the full length on each side which is serviced by private tracks so that it is possible to load or unload 15 cars at one time.—Chatterton & Son, A. H. Madsen, sec'y.

The Missouri Pacific Railroad Co. has let the contract to the M. A. Long Co. for the construction of the elevator to be leased to the Vanderslice-Lynds Co., as reported in Aug. 10 number. Work began last week. A drier of 500 bus. capacity using direct heat will be added. It will be decided this week whether to build the initial storage of 300,000 or 500,000 bus. capacity. The tanks will be 14 ft. 4 ins. inside diameter and 100 ft. high. The 1,000,000-bu. working house will have two legs with two rows of 14x8 cups, with space provided for two additional legs; and one receiving separator, with room for additional cleaners and clippers. The two scales will have 2,500 bus. capacity each.

#### MONTANA

Enid, Mont.—The Occident Elvtr. Co. has bot the Farmers Elvtr. Co.'s elevator here for additional storage.

Bozeman, Mont.—The Montana Flour Mills Co. reported small damage to a pile of coal caused by spontaneous combustion on Aug. 16.

Great Falls, Mont.—H. B. Lake & Co., local dealers in grain, stocks and bonds, have opened their new office on the first floor of the Ford building.

Rosebud, Mont.—Snell Bros. of Miles City, Mont., have sold a one-fourth interest in their elevator here to the Aetna Grain Co. Snell Bros. about two months ago sold their elevator at Miles City, retaining their seed business, as reported in the July 25 Journal.

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**Grain Dealers Journal**

309 South La Salle St. Chicago, Ill.

Melstone, Mont.—Vincent Miller, from Minnesota, has been appointed manager of William O'Loughlin's elevator here to succeed G. L. Emminger, the manager for the last two years, who, on account of his health, finds it necessary to engage in less confining work.

Great Falls, Mont.—J. W. Sherwood has retired as pres. of the Rocky Mountain Elvtr. Co., the Royal Milling Co. of Great Falls, Mont., and the Kalispell Flour Mill Co., all units of General Mills, Inc., of Minneapolis, and J. J. Lavin has been elected to take his place. Mr. Sherwood, however, retains his position as a director of General Mills. Mr. Lavin has been manager of the Sperry Flour Co. at Portland, Ore., a subsidiary of General Mills.

## NEBRASKA

Emerson, Neb.—A new truck dump has recently been installed by the Crowell Elvtr. Co.

Neligh, Neb.—The S. F. Gilman Mill Co., which has two elevators, has installed a 15-ton truck scale.

Benkelman, Neb.—Billy Anderson and Roy Bacon are looking for a site on which to erect a bean elevator.

Hay Springs, Neb.—William A. Krause, proprietor of the Krause Elvtr. Co., is installing a new 15-ton truck scale.

Clarkson, Neb.—Anton Bartak is now the sole owner of the Clarkson Milling & Grain Co., having bot the interest of his partner, Joseph Minarik.

Superior, Neb.—Ernest Lieber, who has had charge of the office here recently opened by the Trans-Mississippi Grain Co., has returned to Omaha.

Plattsmouth, Neb.—This station has only one elevator, which is operated by me with William F. Gillispie in charge.—A. B. Wilson, Nebraska City, Neb.

Arnold, Neb.—The Lexington Mill & Elvtr. Co.'s plant here is now in charge of Roger Gorman, who has acquired a part interest in the business.

Beatrice, Neb.—Directors of the Farmers Union Co. have voted to sell the elevator and other property of the company at auction, and to close up the business.

Lincoln, Neb.—The first annual meeting of the Nebraska Ass'n of Grain Elevator and Mill Operators will be held at the Lincoln Hotel here Tuesday and Wednesday, Oct. 29-30. The sessions will open at 1:30 o'clock Tuesday afternoon.

Douglas, Neb.—Frederick Newton Robb, who was for several years manager of the Farmers Elvtr. Co.'s elevator here and previous to that time was proprietor of the Ashland Roller Mills at Ashland, Neb., died recently in his home at Burchard, Neb.

Avoca, Neb.—We have recently purchased the farmers' elevator at this station which was operated as the Avoca Elvtr. Co., which gives us an added storage capacity of 50,000 bus. We are remodeling this place, expect to start this week, Sept. 16, the Birchard Const. Co. doing the work.—Marquardt Elvtr., Fred Marquardt.

Columbus, Neb.—We are going to do a general grain business with milling wheat for the mills east of us and bulk and sack corn and cracked corn for the western trade as our specialty. We will also handle local grain, will distribute flour and feed and will handle carload grain on brokerage basis for millers and grain dealers regardless of their location. The writer has had much experience in that capacity while associated with the Wells-Abbott-Neiman Co. and its predecessors, of Schuyler, Neb., over a period of 33 years, and is qualified to serve and satisfy the most particular trade.—Golden West Grain Co., Gerald Eherberger, mgr.

## NEW ENGLAND

Boston, Mass.—New members of the Grain & Flour Exchange include James W. Knowles.

Boston, Mass.—Harvest Milling Co., Inc., incorporated; capital stock, \$25,000; incorporators: Raymond D. Alderman, F. G. Keen and Lionel G. Mulholland.

## NEW YORK

Cuba, N. Y.—The Phelps & Sibley Co. has just installed a Dings Magnetic Pulley, size 18x30, to remove tramp iron from stock to be ground.

Potsdam, N. Y.—On Sept. 16 fire, reported as probably being caused by spontaneous combustion in brewer's grain, destroyed a bin of grain of the Potsdam Feed & Coal Co.

New York, N. Y.—Connor & Malloch is the new style of the former Connor, Ludlow & Malloch, John A. Ludlow having withdrawn from the firm and become associated with Chas. E. Grim & Co.

New York, N. Y.—The following were recently elected to associate membership in the Produce Exchange: T. F. Allen, E. B. Carr, C. S. Rich and Leo Tolk. John S. Coumantaros, grain exporter; Newton E. Eblin; M. B. Jones, Jr., grain and securities, have applied for membership.

New York, N. Y.—The recent long list of applicants to the Produce Exchange shows a large majority of those who are interested in the securities market, engaged in trading in stocks, bonds, etc. At the early September meeting of the Exchange there were 16 such applicants.

## NORTH DAKOTA

Woodworth, N. D.—A. V. Dahl has been appointed manager of the Woodworth Elvtr. Co.'s elevator here, succeeding Louis Skagen.

South Heart, N. D.—The Occident Elvtr. Co. sustained a fire loss of \$35,000 on Sept. 20, at 3 o'clock a. m. About 20,000 bus. of grain was lost.

Max, N. D.—G. Yonker has installed a new cleaner and made some repairs on the elevator he recently acquired from the Woodworth Elvtr. Co.

Barlow, N. D.—The Victoria Elvtr. Co., in order to get additional grain storage room, has opened up the Powers elevator here. M. G. Herringe is in charge.

Coteau, N. D.—A new foundation and other improvements are being added to the St. Anthony & Dakota elevator here, the T. E. Ibbsen Co. doing the work.

Westhope, N. D.—New motor equipment, manlift and other improvements are being added to the Great Western Grain Co.'s plant here. The T. E. Ibbsen Co. has the contract.

Edmore, N. D.—Ed Ludwig, who was employed at a local elevator, dropped dead of heart disease early in September while loading a car of grain. He was 45 years of age and had been here a year, coming from Seattle, Wash.

Langdon, N. D.—Fred Cory, elevator operator for several years at Newman, N. D., is the new manager of the Langdon Elvtr. Co.'s elevator here, succeeding Alex McDonald who has become manager of the Farmers Elvtr. Co.'s elevator in place of A. N. Tolen, resigned.

Stampede (Columbus p. o.), N. D.—The St. Anthony & Dakota Elvtr. Co.'s elevator that burned here recently (as reported in the last number of the Journal) will be rebuilt at once, the new building to be ready by Oct. 1 or a little later. In the meantime temporary truck scales have been installed and L. W. Burdick, manager, is buying cash grain and loading on track.

Minot, N. D.—Mrs. Kara A. Dickinson has been elected pres. of the E. O. Dickinson Grain Co. of this city, succeeding her husband, E. O. Dickinson, a notice of whose death appeared in the last issue of the Journal. Margaret Dickinson Carter, Mr. Dickinson's daughter, was named vice-pres. The company operates elevators at Lonetree, Burlington and Tioga, all in North Dakota.

Gwinner, N. D.—In the recent Farmers Elvtr. Co.'s fire here, mentioned in the last issue of the Journal, the loss was estimated at about \$45,000; insurance carried on the elevator amounted to \$10,000, that on the coal bins, \$1,400, and the grain was fully insured. Grain in storage at the time of the fire was 25,000 bus., a full carload of flour had just been received and the coal bins were full. This town has practically no fire fighting equipment, consequently nothing was saved. Fortunately the wind blew the flames away from the town and also from some bulk oil tanks near the elevator.

Hettinger, N. D.—The elevator and mill recently bot here by P. E. Knudson (as noted in the last issue of the Journal) was formerly known as the Hettinger Roller Mills, R. O. Richardson owner. The business will hereafter be conducted under the name of the P. E. Knudson Mill & Elvtr. One of Mr. Knudson's sons will assist him at the mill.

Carbury, N. D.—The old elevator of the Farmers Co-op. Elvtr. Co. has been wrecked and replaced by a 40,000-bu. elevator of cribbed construction, metal siding and roofing, 18 bins, including 10 carload bins above the work floor. The equipment consists of two stands of elevator legs, Gerber Double Distributor, 10-ton Fairbanks Dump Scale, dump, Richardson Automatic Scale in cupola, 5-unit separator, manlift. Power is furnished by a 25-h.p. Fairbanks-Morse Type Y Engine. All bearings are roller, head shafts are equipped with Beyl Roller Bearing Back Stops. Engine and leg drives equipped with Beyl Friction Clutches. The elevator was designed and built by the Hickok Const. Co.

Stanley, N. D.—The Farmers Union Co-op. Elvtr. Co. has just awarded a contract to the Hickok Const. Co. for construction of a 45,000-bu., 15-bin, reinforced concrete elevator of the best type of wood construction, to replace the elevator burned in August. Several bins will be above the work floor, of carload capacity, with a number of smaller bins for screenings and seed grain. The entire structure will be monolithic concrete except the office and driveway walls which are to be of tile stuccoed to match the elevator. The equipment will be two stands of elevator legs, steel leg casings and spouts, a Gerber Improved Double Distributor, Winter's Universal Head Drives with Fairbanks-Morse Enclosed Fan Cooled Motors, a Big Three cleaner, 10-ton Fairbanks Dump Scale with the Strong-Scott Dump, Richardson Automatic Scale installed in the cupola, Winter's Roller Bearing Floating Boot Pulley.

## OHIO

Morral, O.—The Morral Lumber & Elvtr. Co. has installed a hammer mill.

Bucyrus, O.—The Ziegler Milling Co. has added a No. 1 motor driven Haines Feed Mixer to its equipment.

Rising Sun, O.—The Farmers Commercial Grain & Seed Co. has purchased a No. 1 motor driven Haines Feed Mixer.

Lafayette, O.—The Lafayette Co-op. Co. has installed an air blast carloader which was furnished by the Sidney Grain Machinery Co.

Toledo, O.—J. D. Hurlbut, sec'y-treas. of the Toledo Grain & Milling Co., has been made a director of the Security Savings Bank & Trust Co. of this city.

Farmersville, O.—An air blast carloader and other equipment has been installed at the plant of the Farmersville Exchange Co. by the Sidney Grain Machinery Co.

Napoleon, O.—A voluntary petition in bankruptcy has been filed by Henry F. Reineke, farmer, grain and implement dealer here, with assets of \$27,395 and liabilities of \$101,455.

Pandora, O.—Calvin Amstutz has sold his interest in the Pandora Milling Co. to Julius Kempf and associates, by whom the business will be continued. Mr. Amstutz may enter the milling business again after taking a long rest.

Bellefontaine, O.—Storage capacity of the Lake Erie Milling Co.'s plant here, formerly owned by the Kelley Feed & Grain Co., will be increased 40,000 bus. by adding 40 feet to the height of each of the three 16x16 bins now in use.

Cincinnati, O.—The Early & Daniel Co. is reported to have taken over Bartlett-Frazier Co.'s direct private wire to Chicago as of about Sept. 9 and will open special quarters to accommodate this business.—H. D. O'Brien, Indianapolis, Ind.

Cincinnati, O.—Walter O'Connell of the Cleveland Grain Co. and Miss Mary Fleming of Ludlow, Ky., were married on Aug. 29. Walter returned to the floor of the Cincinnati exchange on Sept. 9 and was fittingly greeted with showers of grain.

Tama (Celina p. o.), O.—The directors of the former Tama Elvtr. Co. have given notice of the formal dissolution of the company. The elevator is now being operated by the Berne Equity Exchange at Tama, as reported in the Journal's last number.

Mansfield, O.—We recently let the contract to the Charles Hoffman Co. for re-covering the workhouse of our elevator in Mansfield with approximately 300 squares of 22 gauge Armco Corrugated Siding.—The Cleveland Grain Co., per A. C. Watkins, Cleveland, O.

## OKLAHOMA

Seminole, Okla.—The warehouse of the Enid Milling Co. burned on Sept. 10. Loss, \$2,000.

Oklahoma City, Okla.—George G. Grogan, Inc., incorporated; capital stock, \$5,000; grain and mill products.

El Reno, Okla.—The Canadian Mill & Elvtr. Co. is adding two rooms to its office and repainting the building.

Hardesty, Okla.—I am buying grain for the Borger & Morrow Grain Co., Inc., located at Stinnett, Tex.—C. Bennett.

Hardesty, Okla.—The second elevator built at this point, mentioned in the July 25 Journal, is that of Hopkins & Mason.

Aline, Okla.—The R. F. Grim Grain Co. incorporated; capital stock, \$10,000; incorporators: R. A. Grim, F. E. Grim, J. A. Sackett.

Washita, Okla.—Eskridge & Son are installing a large size hammer mill operated by a 60-h.p. motor at their mill and elevator.

Gracemont, Okla.—Windstorm slightly damaged the roof of the flour house and driveway of the elevator of C. A. Downing on Sept. 8.

Oakwood, Okla.—The Farmers Elvtr. Co.'s elevator here has been leased by the John Henry Grain Co. of Enid, and Ralph Hall retained as manager.

Enid, Okla.—The Oklahoma Wheat Growers Ass'n is said to be planning the erection of a 1,000,000-bu. elevator here, to be finished in time for next season's crop.

Cherokee, Okla.—Carl Christensen of Byron, Okla., has been appointed manager of the elevator of the Oklahoma Wheat Pool here, succeeding O. W. Pfeifer, resigned.

Enid, Okla.—The Frisco Railroad is constructing 2,000 feet of new trackage here to accommodate the 2,000,000-bu. elevator of General Mills, Inc., recently completed.

Cherokee, Okla.—Brakey & Mock, grain, feed and fuel dealers, plan to convert the Bowersock Mill & Power Co.'s elevator, which they bot last spring, into an up-to-date elevator and feed plant.

Stillwater, Okla.—J. L. Ford, pres. of the Stillwater Milling Co., whose plant includes an elevator, is reported to have announced that some extensive improvements are being planned for this plant.

Hennessey, Okla.—The elevator of the Star Mill & Elvtr. Co., the burning of which was mentioned in the last issue of the Journal, at the time of the fire contained grain almost to capacity, which was 20,000 bus.

Reydon (Cheyenne p. o.), Okla.—Have just completed an 8,000-bu. plant at Reydon. Only one here. H. H. Gathings is in charge. We will handle all kinds of grain, feed and coal. Located on P. & S. F. Railroad.—W. L. Chalfant Grain Co.

Harmer (Boise City p. o.), Okla.—Sam Gambel of Elkhart, Kan., has let the contract to Chalmers & Borton for a 15,000-bu. studded, iron clad elevator to be built here. It will be of the latest type and up-to-date in every respect. Equipment will include a 2,000-bu.-per-hour leg, an 8-bu. automatic scale, Kewanee Truck Dump, a 10-h.p. Type Z Fairbanks-Morse Engine and a three-room office with a 10-ton truck scale.

## PACIFIC NORTHWEST

Seattle Wash.—Recent new members of the Grain Exchange include Anderson & Fox.

Ephrata, Wash.—The Farmers Warehouse Co. has added to its grain handling equipment.

Oakesdale, Wash.—James Burr Morelock, grain dealer, died here recently at the age of 28 years. A widow and son survive him.

Connell, Wash.—W. O. Marshall's new grain warehouse, replacing the one that burned, was completed in time to house this year's crop.

Genesee, Ida.—The Mikkelsen Grain Co. recently moved into new quarters, put in new grain handling equipment, two unloading platforms and two machines for elevating grain into cars.

Kamiah, Ida.—A part of the large warehouse of the Kamiah Grain Co. was wrecked in a recent wind storm. Temporary quarters have been put up by F. S. O'Neal.

The Dalles, Ore.—Kerr Gifford & Co., Inc., are remodeling their Diamond Flour Mills here and equipping the plant to operate as a public elevator. Four bins, each having a capacity of 12,000 bus., are being reconstructed. The milling capacity has also been increased.

Riffe, Wash.—The Pacific Coast Elvtr. Co.'s warehouse here burned recently together with 20,366 bus. of wheat; warehouse and contents fully insured. The wheat was valued at approximately \$23,420. The fire was shot to have been of incendiary origin. Milt Casseday is agent for the grain company here.

Garfield, Wash.—The management of the Northwestern Dock & Elvtr. Co.'s warehouses here, at Elberton, Cedar Creek and at Crabtree has been taken over by Lewis Stairet, agent for Strauss Co., Inc., who will maintain offices in the State National Bank Building. These warehouses are bonded and licensed under the Federal Warehouse Act.

Gooding, Ida.—W. E. Emerson, former assistant manager for the Gooding Mill & Elvtr. Co., has been made manager, succeeding Chester Green, who is reported to be manager of the Inter-Ocean Elvtrs., a line of elevators having headquarters at Salt Lake City. Mr. Emerson, besides having charge of the Gooding elevator, will also be manager of the Camas Prairie elevators.

Ritzville, Wash.—The Ritzville Warehouse Co., Victor Donis, mgr., expects to start work at once on the erection of a 100,000-bu. elevator, bringing the total bulk capacity of the plant up to 150,000 bus., the sacked capacity being the same. Fifty feet of the present sack warehouse will be torn down to make room for the new elevator, which will be of wood, most of the material probably being used in the new building.

## PORTLAND LETTER.

D. V. Miller, formerly manager for Strauss & Co., Inc., at Lewiston, Ida., is now with H. G. Barneson & Co. of this city as commodities manager in place of A. V. Baum, who has gone with Blythe & Co.

George D. Leckie recently opened a general grain and freight brokerage business in the Lewis Building, this city, and will confine his business, for the present at least, to wheat, along with the freight brokerage. He will also represent the Canada Grain Export Co. of Vancouver, B. C., as mentioned in the Journal's last issue.

The price of memberships in the Grain Exchange was raised on Sept. 1 to \$750, the former price being \$500. According to E. S. Johnston, mgr., there are only nine remaining memberships. Recent new members are the following: Pillsbury-Astoria Flour Mills Co., Blythe & Co. (brokers), Carl Haberlach, Longview Grain & Elvtr. Co.

Paul Ostroot, formerly assistant to J. J. Lavin, has been made manager of the Sperry Flour Co. and the Pacific Coast Elvtr. Co. here, and D. P. Thompson has been appointed plant manager of the Sperry Flour Co., owing to the promotion of J. J. Lavin to the presidency of the Royal Milling Co. and the Rocky Mountain Elvtr. Co. at Great Falls, Mont., and the Kalispell Flour Mill Co. All of these companies are units of General Mills, Inc., of Minneapolis.

## SOUTH DAKOTA

Canton, S. D.—The Farmers Elvtr. Co. is remodeling its office.

Witten, S. D.—It is reported that a new elevator is to be built here soon and that Ray Hibbs will be the manager.

Lennox, S. D.—An electric truck dump has been installed at the local elevator of the Flanley Grain Co. of Sioux City, Ia.

McLaughlin, S. D.—The Equity Exchange is erecting a new 25,000 bu. bin, which will give the company a storage capacity of 50,000 bus.

Pollock, S. D.—The Pollock Grain Co., Inc., incorporated; capital stock, \$25,000; incorporators: Robert Parrott, W. O. Peterson and Lydia Parrott.

Nahon, S. D.—The Farmers Union Elvtr. Co.'s elevator has been undergoing some repairs and improvements, the T. E. Ibberson Co. doing the work. No new equipment was installed.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

**Form A is for Loss of Weight in Transit Claims.**

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- |   |
|---|
| 411-A contains 100 sets all Form A.   |
| Price, \$2.00.  |
| 411-B contains 100 sets all Form B.   |
| Price, \$2.00.  |
| 411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. |
| Price, \$2.00.  |

**Grain Dealers Journal**

309 South La Salle St. Chicago, Ill.

## Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. ..... to be delivered at ..... on or before ..... They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

**Grain Dealers Journal**

309 South La Salle St. Chicago, Ill.

# The GRAIN DEALERS JOURNAL.

Wood, S. D.—Ralph Kozitsky of Winner, proprietor of the Rosebud Grain Co., has let the contract for the excavation for the elevator to be built here immediately, to Charles Wagner.

Willow Lake, S. D.—The Farmers Elvtr. Co. has rehoppered its overhead bins, had a new cleaner installed and built a new three-way back pit, the Leathers-Hurle Const. Co. doing the work.

Fort Pierre, S. D.—The Stanley County Market Ass'n, Chris Sorenson, mgr., has let a contract to the Leathers-Hurle Const. Co. for a new leg, new 5-11 D. P. cups, SKF Roller Bearings and new pits.

Sioux Falls, S. D.—The annual convention of the Farmers Elvtr. Ass'n of South Dakota will be held in Sioux Falls Dec. 10, 11 and 12. Headquarters, Cataract Hotel.—Farmers Elvtr. Ass'n of South Dakota, F. H. Sloan, sec'y.

Albee, S. D.—The Monarch Elvtr. Co., which already owns the other elevators at this point, has recently purchased from O. Helland the elevator bot by him from the farmers of that locality last summer. The Monarch Co. will use the old farmer elevator for its regular elevator business and its other elevator for storage purposes.

Madison, S. D.—The Madison Grain Co., Inc., incorporated; capital stock, \$25,000; incorporators: Marcus Aus, Myrtle Aus and C. H. Jones. This is the concern mentioned in the last number of the Journal as having bot the Madison Mill & Grain Co.'s business here from the Van Dusen-Harrington Co., Mr. Aus having managed it for the company.

Tulare, S. D.—The Farmers Grain & Lumber Co. incorporated; capital stock, \$25,000; incorporators: Ernest Steinby, Carl Siberz, H. H. Binger, J. M. Siberz. This is the company recently formed that bot the Siberz Bros. & Craig elevator and lumber business and at first, until a name could be decided upon, operated as the Tulare Grain & Lumber Co., as reported in the Aug. 25 Journal.

Arlington, S. D.—The local Reese elevator and mill has been bot by Geo. P. Sexauer & Son of Brookings, S. D., who plan to operate the plant in grinding feed and as storage if necessary. William Allstot will be retained to operate the mill. Sexauer & Son write: "We did not acquire the milling machinery in the Reese elevator and mill, as we had no use for it, and this equipment was reserved by Mr. Reese who will remove it immediately. We understand that he intends to install this equipment at some other point."

## SOUTHEAST

Waynesboro, Va.—J. E. Ellis' mill, near here, burned during August. It was valued at \$80,000.

Albermarle, N. C.—Lowder Milling Co., incorporated; capital stock, \$100,000; incorporators: H. L. and J. P. Lowder.—P. J. P.

Richmond, Va.—The new grain com'ite of the Grain Exchange is composed of the following: S. T. Beveridge, chairman; W. C. Ervin, J. M. Roane, H. G. Spencer, A. R. Venable.

## TENNESSEE

Lebanon, Tenn.—The Barry-Carter Milling Co. has bot the Dodson Grain Co.'s flour and meal mills here.

Lewisburg, Tenn.—The Nora Mills plant burned recently; loss, \$12,000; C. B. Patterson and T. K. Davidson, owners.

Nashville, Tenn.—Plans for a working house with 250,000 bus. storage for the Nashville Warehouse & Elvtr. Co. are being drawn by Horner & Wyatt. The new building will replace the working house burned recently, and will serve the 400,000-bu. concrete storage and the drier which were not damaged. A contract for construction will be let early in October and the house will be completed in January.

Nashville, Tenn.—Weakley W. Ward, chief clerk for W. P. Bell & Co., dealers in grain and flour of this city, met with an automobile accident near Bowling Green, Ky., recently and died soon afterward. His body was brot here for burial. Mr. Ward was formerly connected with the C. D. Jones Co., the Liberty Mills and with the Allen Grain Co., having been connected with the grain business for about 20 years in this city. He was 45 years of age.

Memphis, Tenn.—Heckle Bros., grain and feed brokers, are the liquidating agents in the liquidation of the grain and feed business of John Wade & Sons of this city, reported in the last issue of the Journal.

## TEXAS

Farwell, Tex.—The plant of the Farmers Grain Co. burned on Sept. 4.

Lariat, Tex.—The Farmers Grain Co.'s elevator at this point is open for the season and Wesley Osborne is in charge.

Newcastle, Tex.—An exposing fire damaged the roof and scale shed of the elevator of the Graham Mill & Elvtr. Co. on Aug. 31.

Gainesville, Tex.—Culp & King, grain dealers, who have bot Keel & Son's business, have added a hammer mill to their equipment.

San Angelo, Tex.—Hall Bros. Feed & Grain Co. incorporated; capital stock, \$50,000; an outgrowth of the West Texas Elvtr. & Grain Co.

San Antonio, Tex.—A large grain and hay warehouse of the quartermaster's department at Ft. Sam Houston was damaged by fire recently to the extent of \$5,000.

Houston, Tex.—The A. F. Miller Co., Inc., the formation of which was reported in the last issue of the Journal, has been incorporated with a capital stock of \$10,000.

Galveston, Tex.—Work on the Galveston Wharf Co.'s 3,000,000-bu. addition to its Elevator B is progressing nicely. For details regarding this structure see the Aug. 25 Journal.

Farwell, Tex.—The Farmers Grain Co.'s elevator burned at midnight Sept. 4; loss, \$8,000; insurance, \$5,000 on building and some on grain. About 35,000 pounds of kafir, 4,000 bus. of wheat, also flour and feed were lost.

Houston, Tex.—The Port of Houston Rice Mill, Inc., has bot the Gulf Coast Rice Milling Co.'s properties and is operating the plant 12 hours a day, the plant's capacity being 1,000 pockets per 12 hours. This city now has five rice mills in operation.

## UTAH

Salt Lake City, Utah—The Pendleton Flour Mill Co. of Pendleton, Ore., has bot the Lakeside Mill of this city, having a capacity of 500 barrels, from W. W. Percival, who is disposing of his various interests because of failing eyesight. The mill was formerly operated as the Hylton Flour Mills, Inc.

## WISCONSIN

Milwaukee, Wis.—Recent new members of the Chamber of Commerce include Edward M. Schneider.

Hudson, Wis.—The Haertel Co., of Minneapolis, has leased the Farmers Elvtr. Co.'s elevator and warehouse at this point.

Milwaukee, Wis.—The board of directors of the Chamber of Commerce, at its regular monthly meeting held on Sept. 10, requested the pres. to appoint a com'ite of three members of the chamber to formulate answers to a questionnaire put out by the Department of Agriculture with reference to the advisability of amending the grain standards act or using different methods of applying the law. The board also elected to membership in the Chamber of Commerce Jacob M. Levin, Edward A. Yahr and Raymond C. Pierce.

## WYOMING

Lusk, Wyo.—The Dolphin Jones Grain Co. of Omaha has bot the elevator here formerly owned by H. N. Best.

Moorcroft, Wyo.—We are just completing new houses at Moorcroft and at Arvada, Wyo., the first mentioned will hold 18,500 bus. and the house at Arvada will hold about 10,000 bus. The Moorcroft elevator will be in operation about Sept. 15 and the house at Arvada will be ready for use about Oct. 1. W. E. Miller will be our local man in charge of the grain buying. He was formerly with the Mullen interests in Colorado. He will supervise the buying at all our elevators. We have leased the L. Z. Leiter Estate elevators at Clearmont, Big Corral and Beebe, Wyo. These houses have about 30,000, 25,000 and 25,000 bus. capacity respectively.—Harris Livestock Co., R. L. Coots.

## Work of Farm Board.

The National Grain Corporation, proposed overlord of the smaller grain co-ops, is expected to be defined as to incorporation, constitution and bylaws within a short time. Action had been expected earlier and the delay has led to some rumors of dissension which have been denied.

Outside of approving supplemental loans to red top seed growers, rice co-ops and wheat co-ops of the Northwest the Federal Farm Board has been occupied with policy matters.

The Board has affirmed its stand that no loans will be made to co-ops until they have exhausted other sources of funds.

Food consumption of the normal person has fallen from 400 lbs. a year prior to the World War to 360 lbs. at the present time, according to Arnold Daniel, Hungarian economist. Less bread, flour and meat are being consumed, he says, but more milk, eggs and vegetables are being used.

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**James E. Bennett & Co.**

*Grain, Stocks, Provisions*

**Kimbell Milling Co.**

*Exporters, Grain Merchants, Public Storage*

**Mullin-Brackett Grain Co.**

*Strictly Brokerage and Consignments*

**E. M. Rogers Co.**

*Strictly Brokerage and Consignments*

**Smith-Ingraham Grain Co.**

*Domestic, Export Grains, Consignments*

**Development of a Popcorn Industry.** Two small ears of popcorn, an idea and we have made a trademark from Brooklyn, known throughout a wide territory and in that town its principal industry—a business that shipped more than 5 million lbs. of product, popcorn, last year.

The thing started when Herbert E. Hart of Brooklyn obtained two small ears of Australian hullless popcorn for seed in 1906 and sowed them in his garden in 1907. A bumper crop of superior flavor and tenderness resulted. Results followed causes rapidly from on.

Mr. Hart induced Ralph D. Howell of Jackson, Mich., to enter into the commercial mar-

son. The authorized capital has been increased to \$100,000.

#### Questionnaire on Inspection.

The U. S. Dept. of Agriculture's Bureau of Agricultural Economics has recently sent a questionnaire to the grain trade as a part of a general survey of grain standards and inspection practices, the principal points of which are:

Would you consider it advisable to eliminate moisture as a specific grading factor as now employed in the official wheat and corn standards, and to substitute therefor the following provisions (spring wheat, for example): "The percentage of moisture in grades Nos. 1 to 5 shall not exceed an established maximum percentage, as, for example, 14." "Wheat which

contains over 18 per cent moisture shall be grade sample grade?"

Would it be of benefit to all people in the grain industry to have grain inspection offices determine the moisture content of all samples, and to note the exact per cent on certificates? If so, would you consider it better to include moisture content as a part of the grade designation, as indicated in questions (2), (3) and (4), or to note moisture content under remarks on the certificates?

Would you consider it desirable to eliminate test weight as a grade factor and instead to include the exact test weight as a part of the grade designation, as, for example: "No. 2 hard winter, 60.2 lbs?"

Bearing in mind the commercial value of certain kinds of foreign material and, conversely, the depreciated milling value of wheat containing material that is mechanically inseparable, would you consider it desirable:

To consider as dockage all "foreign material," whether separable or inseparable, including "other cereal grains"? With such a plan would it be desirable to specify on certificates, under "remarks," the percentage of "other cereal grains" (as rye) and the percentage of "foreign material other than cereal grains" which is difficult to separate? To retain "other cereal grains" (such as rye) as a grade factor and to consider all other foreign matter as dockage, specifying on certificates, under "remarks," the percentage and kind of foreign material difficult to separate? To allow a uniform small tolerance of "other cereal grains" in all the numerical grades for wheat?

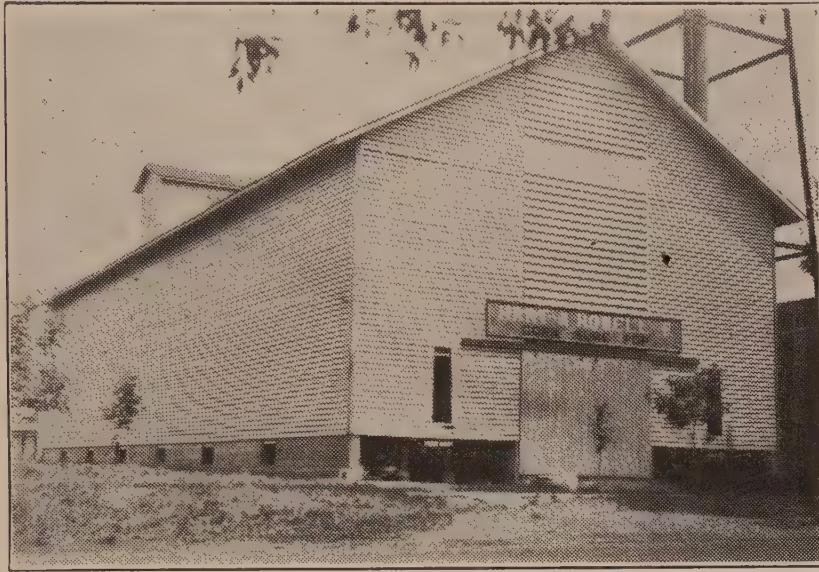
The percentage of corn receipts grading No. 1 at all inspection points for the past six years was but 2.9.

Do you believe that the Corn Standards would be improved if the number of numerical grades was reduced?

Do you think that all inspectors should be required to pass a federal examination before being licensed to grade grain?

Grain samplers are usually neither licensed nor examined. Should samplers be licensed by the federal government? If so, why?

**J. M. Mehl** has been promoted to the office of assistant chief of the Grain Futures Administration of the U. S. Dept. of Agriculture. Since 1924 Mr. Mehl has served as senior grain exchange supervisor in the Chicago office of the Grain Futures Administration. Mr. Mehl will go to Washington.



Popcorn Plant of Hart & Howell, Brooklyn, Mich.

ing of the crop and the Hart & Howell Co. is formed to market "H & H," copyrighted brand, popcorn. The next year Ira Fish and Harry Wesch planted a small acreage contract by the company and this crop, when cured and packed, filled 50 cases of 48 cartons each. In 1911 the company erected a curing and handling plant along the New York Central Railroad. Steam power was used. In the fall six bins and an office building were erected.

Southern Michigan's soil proved well adapted for raising popcorn and the cash crop at tax time found favor with the farmers. Larger and more efficient facilities for handling the crop were built.

Contract acreage was expanded to nearby communities and additional salesmen covered a wider territory. Iowa farmers were placed under contract when local farming communities were unable to supply the demand. More than 100 carloads were shipped in from Iowa that year. A storage depot was erected at smaller, Ia. Harry E. Weed, Odebolt, Ia., western mgr.

In January, 1926, with the new crib filled to capacity with contract corn, the crib and factory burned at a severe loss to the company as insurance was inadequate. Undivided profits carried the company over and made rebuilding possible.

The quality of the seed has been maintained through careful selection and the seed is stored in special semi-warm rooms to protect its vitality. The seed is also given various tests in spring before release to farmers for planting.

The Brooklyn storage capacity now totals 3 million lbs. and storage facilities are also maintained at Burr Oak, Mich., as well as in Iowa.

The present directors are: Charles T. Greene, pres.; George A. Blum, Monroe, Mich., vice pres.; E. F. Horning, sec'y and treasurer; Edwin L. Hoeg and H. A. Horning, Jack-

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## Grain Carriers

ONE THOUSAND steel box cars of 55 tons capacity have been ordered by the Delaware & Lackawanna.

REPAIRS were needed by 137,495 cars on Aug. 1, which represents 6.2% of the number on the lines. The figure is a decrease over the same date last year.

FREIGHT CARS on order Aug. 1 by class I railroads totaled 36,335, an increase of 21,631 cars over Aug. 1, 1928. Locomotives ordered totaled 410 compared with 73 last year.

PORT COLBORNE, ONT.—Lock No. 8 of the Welland Canal, the largest lock in the world, was opened here Sept. 16 with a civic holiday. The steamer Meaford of the Canada Steamship lines was the first boat locked thru.

WINNIPEG, MAN.—The new Grainmotor, first diesel propelled grain ship to be built in Canada, has carried the largest shipment of wheat ever to go thru the Welland Canal. The cargo was close to 100,000 bus. The ship was built for the Canada Steamship Lines.

FEED MAKERS and handlers of Texas have been urged by the sec'y of the Texas Grain Dealers Ass'n to interest themselves in the suit of two packing companies before the Texas Railway Commission for lower rates on packing byproducts used for stock and poultry feeds.

LEXINGTON, KY.—J. E. Marks, mgr. of the traffic dept. of the Lexington Board of Commerce, and Sterling T. Chase and L. J. Boyers of the Lexington roller mills have been conferring with Louisville & Nashville officials on a revision of rates on grain and grain products from Lexington to southeastern Kentucky.

OKLAHOMA CITY, OKLA.—Grain from this place is moving in considerable quantity to New Orleans despite the 2c penalty on such shipments over the rate to Houston and Galveston. Grain shippers and millers believe an equalization of the rate would relieve Texas port congestion by diverting large quantities of grain to New Orleans. Action by the Interstate Commerce Commission will be asked.

BOX CAR GRAIN storage is offered elevators in the Northwest by the Great Northern and the Omaha Railroads. Box cars, unfit for general use and with capacities of from 1,500 to 2,000 bus. of wheat, are being rented at \$10 per month to elevator companies. Where the hold track and the elevator are located on the lines of the roads no switching charges are assessed. The rental charge represents 6% on the value of the cars.

HOUSTON, TEX.—Lower rice rates from Texas ports to Mediterranean points have been asked by the Standard Rice Co. in an appeal to the Shipping Board. "Alarming reductions" in rice acreage is due to the high rates, the petition recites. The Board reduced rates from 45c a cwt. to 40c in July and the board points out that that reduction did increase exports to Mediterranean as much as to United Kingdom and European ports. Europe imports the finer grades of rice from the U. S., getting lower grades from India.

VANCOUVER, B. C.—Urging that rates on grain and flour from prairie points to British Columbia for domestic consumption be placed upon an equality with rates from prairie territory thru Fort William to points in eastern territory, the provinces of British Columbia, Alberta and Saskatchewan have appealed to the governor-in-council from the decision of the Board of Railway Commissioners. Entire removal of the mountain differential on all freight is asked. The petitioners also ask an export rate to the west on a mileage basis, equal to eastern rates and that the prairie standard tariff of maximum mileage be applied to all points west of Port Arthur.

CHICAGO, ILL.—Two boats have cleared Chicago for direct, all-water transport to New York City. The ships, each carrying small cargoes of 55,000 bus. of corn, take the first all-water grain from Chicago to New York City in the 81 years of the Chicago Board of Trade. The boats had arrived in Chicago with sugar cargoes from Philadelphia.

### Protest Increase in Stop-Off Charge.

About 150 representatives of various lines of business were present Sept. 17 to protest to the Central Freight Ass'n at Chicago against the increase in the stop-off charge from \$6.30 to \$10.00. It was proposed "To revise all rules and regulations covering stopping in transit of cars containing carloads of freight to complete loading or to partially unload at points in CFA territory, in the manner set forth in Exhibit B attached to White Docket Advice No. 22607, Docket Bulletin No. 1651."

The National Traffic League, various state ass'ns, as well as local associations, representing lumber, flour, bricks and clay products, wholesale grocers, etc., all protested against the short notice given to the public to submit its views on the proposal of the CFA.

L. E. Oliphant, who presided at the meeting, stated that his organization had had this matter before it for quite some time and that in view of the large number present and the general feeling that more time for consideration of the proposition should be granted, agreed that a meeting should be held around the date of the annual meeting of the National Industrial Traffic League which will take place in Chicago next November. It was tentatively agreed that Friday, Nov. 22, should be fixed for the day of the hearing, and since the quarters of the CFA are inadequate to accommodate the number of people who will attend the meeting, the National Industrial Traffic League will make arrangements at the Palmer House for that purpose where the league will hold its meeting.

### Kansas City Protests Rate Reductions

The transportation com'ite of the Kansas City Board of Trade has prepared briefs protesting any proposed freight rate reductions on grain from points in the southwest to the Gulf which do not give Kansas City parity as primary market.

Roads from Kansas City have cut rates 7 cents from Kansas City to the Gulf and have filed tariffs making such a cut applicable to other points in the southwest. The other cut will be opposed by Kansas City if that point is not given an additional reduction.

Prior to the original cut by the Kansas City Southern, grain could move from other points to the Gulf at a lower rate than grain sent thru Kansas City.

The Kansas City Board has made plain that it is not opposed to general reductions but insists that it be protected as a primary market.

**Development of 2,484,822 miles of unimproved roads was urged by directors of the American Farm Bureau Federation meeting in Chicago. A six months' survey shows 5,000,000 farmers living on unimproved dirt roads. A national road program was advocated. Will the Federation pay for the improvement?**

### Hearing on Cancellation of Hay Transit.

The proposal of the carriers to cancel storage in transit on hay was the subject of a hearing Sept. 17 by the Central Freight Ass'n in Chicago.

The proposition as docketed in advice No. 22395, carriers' request, was

"To cancel all storage in transit arrangements on hay and straw, C. L., at points in Central Freight Ass'n territory, including Ohio River crossings. No change is proposed in provisions under which Hay and Straw are present is stopped for inspection and disposition orders."

D. J. Schuh, executive sec'y of the Cincinnati Board of Trade, who has been active in opposition to the change, pointed out to the railroad men that the hay shippers did not believe that the Central Freight Ass'n was desirous of running afoul of the Federal Farm Board and expressed the hope that the Ass'n would give due consideration to this angle of their proposal to eliminate the storage of hay and straw in transit. He pointed out that the Interstate Commerce Commission, in its Docket 13494, gave thorough consideration to hay and straw and in the several hearings called under that Docket developed the fact that hay must be produced on the farm, and that being the case it must be given full opportunity for movement by rail.

Hay and straw were finally given a rating of 9th class and now move from Official territory into Southern territory under the 9th class rates fixed by the Interstate Commerce Commission in Docket 13494.

The C. F. A. was reminded that since it was the intention of the Interstate Commerce Commission to have hay and straw move on thru rates between Official and Southern territory removal of the storage in transit privilege would defeat the Commission's object.

In addition to these representations, it was pointed out to the CFA Com'ite that since hay can not be completely marketed at the time of harvest, storage in transit is absolutely necessary, particularly since uniform carloads of hay can not be loaded at all times, thus making it necessary for the terminal markets to have the privilege of classifying the hay before it is forwarded to the consumer. If country shippers and terminal markets are to be denied the privilege of storing hay, the producer's market will be narrowed to that extent. As an example of the effect the elimination of storage in transit would have on the Cincinnati market statistics were presented indicating that from 10% to 14% of the receipts of hay at Cincinnati are moved thru warehouses. Last year more than 1000 carloads were transited at Cincinnati.

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## Canadian Rate in Supreme Court.

The supreme court of Canada has taken under advisement the petition of the Canadian National Railways for an appeal against the board-of-the-lakes to Quebec rate decision of the Board of Railway Commissioners which denied permission for an appeal to the high court.

The railway board in 1927 ordered the C. R. to establish a rate of 18.34c per cwt. on port grain from Port Arthur, Fort William, Estcourt and Armstrong to the Port of Quebec. The order was based on an agreement of old Grand Trunk Pacific to establish an export rate equal to competing United States rates. The board also held that the C. N. R. assumed all obligations of the G. T. P. The rate has been 34.5c.

The C. N. R. maintains that the power of the board extends only to the enforcing of a reasonable and just rate. Markets involved are having an active interest in the litigation.

## I. C. C. Activities.

In I. & S. No. 3321, grain and grain products transited at St. Louis and shipped to central and eastern points assigned for hearing pt. 6 at St. Louis, hearing canceled.

In Finance Docket No. 7512, the hearing on the petition of the Southern Pacific to abandon part of the Mill City branch in Linn county, Iowa, was postponed from Sept. 10 to Oct. 10.

In No. 20766, the Fredonia Linseed Oil Works attacked carload rates on linseed oil from Fredonia, Kan., to Memphis, Tenn., and rates were held unreasonable and reparations awarded.

In No. 21293 the examiner's report finds the Southern Flour & Grain Co. entitled to reparations on a carload of hay from Marieville, Quebec, Bowden, Ga., was not applicable. The applicable rate is 65c a cwt.

In No. 20418, Spikes Bros. v. Santa Fe, rates on broomcorn from points in Oklahoma and Parrouzett and Gaylord, Tex., to Dallas, Fort Worth, Grand Prairie and Round Rock, Tex., were found unreasonable and reparations awarded.

In No. 20925, G. P. Rose, Jr., v. Louisville & Nashville, rates on poultry and animal feed, less than carloads, from Nashville, Tenn., to Buffalo-Pittsburgh trunk line territory and New England territory were found reasonable and complaint dismissed.

In No. 22959, Anniston, Ala., v. L. & N., the Anniston traffic bureau charges unlawful rates on grain from Cincinnati, O., Louisville, Ky., Evansville, Ind., and Cairo, Ill., when rates are compared with the same points and Gadsden and Birmingham. Asks legal rates and reparations.

Cottonseed products rate changes as proposed by the Missouri Pacific have been suspended by the Commission until April 15, 1930. The changes, applying from points in the south to points in the central state north of the Ohio River call for increased rates in some cases and decreases in others.

In I. & S. No. 3342 the Commission suspended from Sept. 1 to April 1 schedules in supplement No. 3 to Chicago & North Western No. 9946, a proposal to change application of transit provisions at Minneapolis on grain and grain products from Omaha group points when originating beyond, to destinations in Wisconsin on C. & N. W. points.

In No. 21991, Shores Mueller & Co. v. Chicago, Rock Island & Pacific, Commissioner McKee recommends that the rate charged on mineral mixture for livestock from Cedar Rapids, Iowa, to Houston, Tex., is inapplicable and finds the applicable rates on 30,000 minimum cars to be 10c. Refunding of the overcharge of \$112.50 is recommended.

In Finance Docket No. 7754 permission for the operation of the lines of the Boise & Western Railway Co. was granted. The lines run from Boise to Star, 16 miles, and from Boise to Onweiler Junction, all in Ada county, Idaho. Service on the line, an electric system, was suspended 20 years ago but is being revived. The line connects with the Union Pacific at Boise.

## Supply Trade

SABETHA, KAN.—The name of our company is now A. F. Roberts Construction Co.—I. L. Roberts.

MANCHESTER, ENG.—E. D. Simon, chairman of Henry Simon, Ltd., was again elected as a member of Parliament.

AN INVESTMENT in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

FT. DODGE, IA.—Nicholas C. Sinnott, 53 years of age, who is well known among the grain trade of Iowa, having represented the Howe Scale Co., Grain Dealers Supply Co., Robinson Mfg. Co. and the Globe Dump Co., passed away early in the morning of Aug. 11 after a very short illness. Burial was made at Nevada, Iowa. He is survived by his wife and 5 children. His passing will be mourned by many who knew him.

SILVER CREEK, N. Y.—The Cascade 4-in-1 Feed Mixer recently placed on the market by the S. Howes Co. is meeting with unusual favor. The special features of the machine are its simplicity, ease of installation and operation. Including the combination of loader, mixer, sacker and packer makes it ideal for the country elevator operator. Literature descriptive of this machine will be sent Journal readers who write the company requesting it.

MIDDLETOWN, O.—At midnight, Aug. 8, the East Works plant of the Middletown Division of The American Rolling Mill Co. had completed 1,158,000 man-hours without a lost time accident. This is 45 consecutive days for over 3700 men. This is thought to be a world's record for a steel plant and supplants the record ending June 29th made by Butler Works of the Columbia Division of ARMCO. The Pennsylvania plant completed 66 consecutive days but only 1,006,135 man-hours.

SCHENECTADY, N. Y.—Effective Oct. 1, the 14 wholesale distributing corporations owned by the General Electric Co. will be consolidated into the General Electric Supply Corp. (Delaware). These companies have for many years distributed General Electric products and the plan involves no change of ownership. The consolidated corporation will be in a much better position to offer nation-wide service through its ability to give service from any one of seventy-six houses, through interchangeability of stocks, and speedier and more economical operation.

NEW YORK, N. Y.—The largest amalgamation in the history of the building industry, involving paper mills, railroads, hydro-electric power plants, lumber properties, chemical plants, mines and an international ramification of distribution and producing units, was consummated Sept. 18. The companies concerned are the Johns-Manville corporation, the Insulite Co., and the United States Gypsum company. Assets directly involved exceed \$250,000,000. Taking into consideration the many foreign affiliations of the companies, business properties with assets of more than \$1,000,000,000 figure in the three cornered deal.

SCHENECTADY, N. Y.—A new oil immersed, small and inexpensive switch for use in throwing small alternating or direct current motors across the line is being made by General Electric as CR-2960-SY-105. It consists of a one-piece cast iron cover, including the switch mechanism and a small cast-iron tank for the oil. Listed advantages are a double-break, separately insulated contacts, free from shunts or drum fingers; molded insulation giving excellent creepages and clearances; simple and adequate means for mounting and conduit connections and small compact design giving oil-immersed feature.

CHICAGO, ILL.—From the executive offices of the Link-Belt Co. comes the announcement of the resignation of F. B. Caldwell, Vice-Pres. of the Chicago plant, on account of health. W. C. Carter, formerly vice-pres. in general charge of production at all Link-Belt plants, will assume the duties of Vice-Pres. and Gen. Mgr. of the Chicago plant. E. J. Burnell, who was manager of the Pittsburgh office, has been appointed sales manager of the western division, with headquarters at the Chicago plant. Nels Davis, from the Chicago engineering sales force, succeeds Mr. Burnell as manager of Link-Belt's Pittsburgh office.

MINNEAPOLIS, MINN.—William Watts Folwell, father of R. H. Folwell of the Folwell Engineering Co., Chicago, died at his home here Sept. 18 at the age of 96 years. Dr. Folwell was President Emeritus of the University of Minnesota which he had served as its first President many years ago, and later as Professor of Political Science. He had spent much time during recent years writing a history of Hennepin County and up to quite recently had devoted many hours to studying the County records in search of information of pioneer days of this section. He had been in excellent health and spirits and suffered but a few days from sciatica and neuritis.

Argentina's wheat crop is estimated at 282,926,000 bus. from 20,900,000 acres as compared with 239,161,000 bus. from 19,714,000 acres in the previous season. Oats production is placed at 97,263,000 bus. as compared with 52,291,000 bus. The flaxseed estimate is for 114,168,000 bus., an increase of 35,000,000 bus. over the previous season.

Failure of the new Board of Canada Grain Commissioners to include a single member to represent the producers who prefer to market their grain thru regular and established channels and to represent as well the \$100,000,000 represented in investments by line elevator companies is meeting with adverse criticism in Canada.

## Cipher Codes

**Universal Grain Code:** The only complete, most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher:** (1917) For the milling and flour trades. 77 pages, 3¾x6 inches. Cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 9th edition revised for provision and grain trades. 148 pages 4½x5¾ ins. Cloth bound. Price \$3.50.

**A. B. C. Improved Fifth Edition Code, with Sup.** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches. 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923):** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 350 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

# Field Seeds

MONTEZUMA, IA.—Paul Peterson is erecting a seed and feed building.

LITTLE ROCK, ARK.—The Four "H" Seed Co. has been incorporated for \$50,000.

WORTHINGTON, MINN.—B. P. St. John & Son are building a 32x64 ft. addition to the seed warehouse and plant.

ST. LOUIS, MO.—The Merchants' Exchange has appropriated \$500 to aid the work of the Missouri-Illinois Soft Wheat Crop Improvement District.

TANGENT, ORE.—W. A. Vollstedt, shipper of rye grass seed, has sold his business to the Jenks-White Seed Co., Salem. This gives the Jenks-White Co. 4 plants.

MADISON, WIS.—Weeds cause a loss of \$47,000,000 each year in Wisconsin, says A. L. Stone of the state agricultural college. This is an annual loss of \$249 annually for each farm in the state.

CHICAGO, ILL.—The regular fall meeting of the mail order group of the American Seed Trade Ass'n will be held Sept. 26-28 at the Hotel Sherman. H. G. Hastings, Atlanta, is the group chairman.

STILLWATER, OKLA.—The Oklahoma Crop Improvement Ass'n, co-operating with Oklahoma Agricultural & Mechanical College has prepared a list of certified seed growers for the present season. L. W. Osborn is sec'y.

FORT WAYNE, IND.—Sam Kraus has entered the seed, feed, grain and wool business to his own account after resigning from Kraus & Apfelbaum after being with that firm 35 years. He will control a warehouse here for the storage of seeds and feeds.

FREDONIA, N. Y.—The Fredonia Seed Co. has won its year long fight for an injunction restraining the Card Seed Co. from imitating the packages or use of the slogan of the former firm. The petition for the writ charged the Card Co. had on two occasions patterned its general package design after that of the Fredonia Co.

## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hedeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Kellogg Seed Co., John L., field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

North American Seed Co., wholesale grass & field seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

#### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

SAN JOSE, ILL.—The 70,000 bus. addition to local plant of the Kelly Seed Co., Peoria, Ill., is about complete. Work was sufficiently advanced at harvest to permit the storage of 30,000 bus. The addition is 75 x 76 feet and nearly 100 ft. high and the main frame is all of white oak.

OMAHA, NEB.—National Seed & Importing Co., formerly the National Seed Co., has been incorporated for \$25,000 by Joseph Brezacek, Rose Rosicky, John G. Rosicky, Stanley Serpan and Boh. W. Bartos. The company plans to deal with Czech customers thru mail orders.

WASHINGTON, D. C.—A seed counter, consisting of a metal plate having 100 holes to which seed are drawn by vacuum, has been developed at the U. S. Dept. of Agriculture Seed Laboratory and has been found an aid to accuracy and speed in germination tests. The tester is not patented.

QUARANTINE powers of the sec'y of agriculture over plant imports would be limited under proposals before the senate. Quarantines could not be established unless plants or plant products are infected with disease or infested with insects not widely distributed in the United States or where the sec'y believes or has reason to believe that the plants are infected or infested.

AMES, IA.—European bindweed, a vicious member of the morning glory family, has been found in several parts of Iowa and threatens to become one of the state's worst weed pests. It has a long underground perennial root system. The flowers are white or pinkish, resembling the regular morning glory, tho smaller. When allowed to grow unmolested the plant forms a thick mat on the ground, smothering or hindering other crops.

SEVERE RUST damage to oats in the upper peninsula of Michigan is frequent, says a report of studies by B. R. Churchill of the Michigan Experiment Station and may be lessened and prevented by early maturing varieties, fertilizers to induce early maturing and rust resistant varieties. Kherson or white Russian type were found the most resistant. Wolverine and Swedish Select were found comparatively susceptible.

WINONA, MINN.—Dave P. Campbell, formerly of New Albany, Ind., and Louisville, Ky., will be manager of the newly formed Northern Field Seed Co. J. B. Leveille, pres., has announced. Other officers are vice pres., C. M. Scott, New Albany, N. Y.; sec'y, E. K. Scott, New Albany, Ind., and treas., E. F. Heim. The company was formed to acquire the O. A. Talbot Seed Co. of Keokuk, Ia. New cleaning machinery is being installed.

INDIANAPOLIS, IND.—Mrs. Fred W. Camper, better known to the "Mystic Knights of the Sea" of Wawasee (Ind.) fame as "fair Florence," had a serious attack of appendicitis on Sept. 5, and was taken to the Methodist Hospital. The many grain dealers of the Indiana territory will be glad to know she was rapidly recovering at last reports and is expected to be out of danger and on the road to better health soon. Fred Camper traveled the Indiana territory for a number of years and is now associated with the John W. Kellogg Seed Co.

### New Seed Trademarks.

WELLS-OSEN MILLING CO., De Pere, Wis., field trademark Serial No. 284,957 the word F O X in capital letters to designate field seeds.

WINNIPEG, MAN.—A registered se cleaning plant built by the Dominion Government is rapidly being completed here at McJaw, Saskatchewan. The plant will be leased by the government to the Saskatchewan Registered Seed Growers Ass'n. It is stated by minister of agriculture that Manitoba can have a seed-cleaning plant provided when proper organization has been built up in province to operate such a plant. This announcement will probably lead to conference among representatives of the Provincial Dept. of Agriculture, grain growing and marketing bodies and others interested.

### Seed Council for Illinois.

Discussions looking to the formation of Illinois Seed Council were held Sept. 24 Bloomington, Ill. The meeting was attended by representatives of the College of Agriculture of the University of Illinois, the state Dept. of Agriculture, of the producers' organizations and of the U. S. Dept. of Agriculture.

Albert C. Wilson, state seed analyst, attended. George O. Smith, sec'y of the Farmers' Seed Ass'n of North America was present to represent wholesalers.

A persistent and effective war against weeds which cause a tremendous loss each year in state, and general crop improvement work can be undertaken by the Council. Seed counters have proven effective agents in other states and the proposed Illinois organization will follow their general representation plans.

### Trade Conference for Seed Trades.

Twelve hundred questionnaires seeking information concerning illegal and unethical practices in the wholesale grass and field seed trade have been sent to that number of seed wholesalers in the United States by the Farmers' Seed Ass'n of North America which is holding a national trade practice conference of wholesalers.

The names of the seedsmen furnishing information will be held confidential and no case will be given be used against any individual, company or group. The ass'n is merely collecting information on practices of the trade which are either unlawful or unethical and which should be stopped.

The list used in mailing the questionnaire will be turned over to the Federal Trade Commission as an invitation list to the trade practice conference which is planned for the middle of December. The list was compiled by the ass'n. The ass'n plans to hold its mid-year meeting in connection with the conference.

Elevator building on the British Isles one means of cutting unemployment will be proposed to the British Labor government by the Hon. J. H. Thomas, lord privy seal. The plants would be built for the storage of wheat. Advocates of the plan say such facilities would make the importation of wheat from Canada constant despite wide differences as to what the price should be. Lord Thomas discussed the project on a recent visit to Canada.

### Imports and Exports of Seeds.

Imports and exports of seeds, in pounds, for July, compared with July, 1928, and the seven months ending with July, are reported by the Bureau of Foreign and Domestic Commerce, in pounds, as follows:

	July 1929	1928	July 1929	1928
Alfalfa	176,992	43,864	6,002,154	4,881
Red clover	53,040	3,709,299	4,894	
Crimson clover	54,375	97,166	451,500	172
Other clover	273,938	217,053	4,238,083	5,467
Vetch	348,551	284,290	1,631,968	2,449
Grass seeds	507,759	821,977	4,266,300	4,582
Sugar-beet	585,195	—	13,730,183	12,091
EXPORTS				
Alfalfa	14,817	9,975	336,763	296
Red clover	7,720	145,424	282	
Other clover	14,116	2,367	148,911	243
Timothy	104,193	91,331	4,405,822	7,977
Other grass seeds	649,115	160,350	3,427,874	1,944
Other field seeds	264,706	83,333	2,116,462	1,768

## Controlling Smut in Wheat.

BY H. M. BAINER, DIRECTOR

WESTERN WHEAT IMPROVEMENT ASS'N  
seed wheat should not be classified as "good" unless it has been properly treated for smut or known to be free from it. Disinfection of

for smut is no longer considered an experiment, this practice is becoming quite generally recognized by wheat growers as absolutely necessary to successful wheat production, if the 1928 Kansas wheat crop, over 10 per cent or 18,000,000 bush. was smutty enough to cause an approximate loss in price of \$1,000.

This price loss is small compared to the total loss. On an average, the smutty fields of year lost fully 3 bushels per acre on account of smut, making an additional money loss over \$3,000,000. At this rate, the farmer in smutty wheat lost about \$3.50 an acre, all which could have been prevented by seed treatment at a cost of not over ten cents an acre for material and labor.

It is definitely known that the smut germs stick to the wheat kernel and is sown with it, infecting the seed with copper carbonate dust, shortly before sowing, poisons the germ and prevents smut. With so much smut all over the wheat belt it is not safe to sow seed without treatment. Ordinarily from 2 to 3 ounces of good reliable copper carbonate dust per bushel of seed is sufficient, if properly applied. To insure success every kernel must be evenly coated with the dust. On account of the fineness of this dust and the necessity of evenly mixing it with the seed, without the operator inhaling it, it is impossible to make the treatment by shoveling; it must be done in the kind of a tightly closed mechanical mixer.

## Why Canadian Are Higher Than U. S. Prices.

Of course, anyone who has the least understanding of merchandising conditions would know from past experience that Manitoba wheats are of superior quality to our domestic article and that they command a premium in world markets year after year, simply because a year will always pay more for good wheat than will for poorer quality. It should be particularly obvious, therefore, that in a year when Canada has half a crop, that wheat is even more certain to command a premium than a year of large production. That does not, however, wholly explain the unusually large premium which exists in Canada today.

One must go further than commercial demand, and the answer seems to be that some of the big speculators who do not at all relish the interference of supervising habits of our own government in the matter of their trades, have come into the Canadian markets this year and some heavy speculative buyers of Winnipeg buy wheat. Doubtless some of these traders would prefer to buy Chicago May wheat at current differences were it not for the fear that their operations would be at least regulated and perhaps interfered with.

The result is that the Canadian price is relatively higher than it should be, due to speculative support and it follows that our own price would be higher if this buying had centered in our own domestic futures. Of course, it would not be good policy to let the farmer know this because he has been told by the politicians for years that the speculator was his worst enemy and it would be too bad to reveal these facts to him that would put the speculator in the light of a potential benefactor rather than potential criminal. Still, an investigation may bring these facts out and if it does it will be of peculiar benefit to the grain trade, provided publicity is given to the facts.—Siebel C. Harris & Cross, Roy & Harris.

Publicity and press relations for the Federal Farm Board will be handled by Edgar Markham who has been named assistant to the chairman. Mr. Markham has been the Washington correspondent for the St. Paul Pioneer-Press Dispatch for more than 12 years.

## Prevalence of Smut.

That smut still causes serious losses both in wheat production and in dockage when the grain reaches market is shown in records of inspections kept by the U. S. Dept. of Agriculture as a guide to those interested in crop improvement.

In cars inspected at Kansas City 11.7% contained smut in 1927; 22.3% in 1926; 10.4% in 1925; 11.8% in 1924, and 8% in 1923. Wichita inspections showed 3.4% of the cars received were smutty in 1927, and the low point in the 5-yr. study was 2% in 1923. Salina and Topeka inspections gave 10.3 and 11% smutty in 1927, altho both points had clean records as to smut in 1926.

Baltimore carlot receipts in 1927 were 7.7% smutty. Duluth inspections for 1927 showed 13.5% of the cars smutty with 5.2% in 1924, the lowest for the period. Minneapolis receipts in 1927 were 11.1% smutty. But in 1924 the record was clear while at Duluth 5.2% of the receipts were smutty. The Decatur, Ill., percentage was 61.2% in 1927.

Nearly 1/5 of wheat receipts at St. Joseph, Mo., were smutty in 1927 when 19.1% of the receipts were scored as smutty in sharp contrast to the two previous years when no smut was found.

Nebraska markets during the period of study show a large percentage of receipts to be smutty. At Omaha the percentages were: 1927, 21.4; 1926, 39.8; 1925, 39.8; 1924, 26.1, and 1923, 14.2. At Kearney 12.5% of the receipts were smutty in 1927 and 53.6% in 1925. The Lincoln market showed 8.5% of the cars infected in 1927. Percentages at Texas points in 1927 were: Dallas, 6.8; Fort Worth, 15.7, and Galveston, 10.6.

The record at Toledo is 1927, 9.3; 1926, 1.5; 1925, 2.1; 1924, 3.7, and 1923, 2.3. One-third of the cars received at Ogden, Utah, were infested in 1927.

The Seattle record is 1927, 31.6; 1926, 28.3; 1925, 23.5; 1924, 41.2, and 1923, 35.2.

Twenty-one per cent of the receipts at Indianapolis were smutty in 1927 and the record for the other years was: 1926, 6.3; 1925, 1.6; 1924, 6.8, and 1923, 3.7. Denver records show the following percentages of receipts were infested 1927, 17.4; 1926, 24.5; 1925, 36.3; 1924, 25.6, and 1923, 21.8. The percentage at Sacramento was 22 in 1927 and 12.3 in 1926, and in 1925 the market had a clear record.

In addition to the certain losses in yield and dockage there is the danger of smut-dust explosions particularly in dry areas on the Pacific coast.

Stinking smut is caused by a parasitic fungus. At harvest, instead of producing wheat kernels, the diseased plants produce heads containing smut balls which are filled with a foul-smelling mass of powder. Examination of the powder under the microscope reveals the fact that it consists of a vast quantity of spores or seed bodies of the fungus. When a crop containing smutty heads is threshed and handled, these spores become scattered through the sound grain.

Carrying any business or study in the mind all the time, day and night, morning and evening, does not really advance that business so much as forgetting it at intervals and letting the mind rest, as you allow your muscles to rest after any physical exertion. Mind allowed to rest gains new ideas and new forces to carry out ideas.—Prentice Mulford.

**ED. F. MANGELSDORF & BRO.**  
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

**J. G. PEPPARD SEED COMPANY**  
Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER  
KANSAS CITY, MO.

## Weed Seed in Flaxseed Screenings.

Refusal of a continental buyer to accept a shipment of "flaxseed screenings" because it contained only weed seeds shows the need of an accepted definition for the words as there is for most other foodstuffs.

"Flaxseed screenings" are sometimes sent by manufacturers of compound feeding cakes on account of the product containing small or broken flaxseeds and thus containing a certain percentage of the linseed oil.

There is of course the general use of the term screenings in which the buyer of the screenings is making his own wager on what the product will contain if his transaction is not on a selling sample.

In the disputed case the "flaxseed screenings" went originally to London and from there by resale to the continent. There was no selling sample.

The Linseed Meal Educational Com'ite has been conducting a study of possible confusion of linseed meal and screenings oil meal in the United States.

Corn borer infestation has been found in 16 more Indiana townships, making a total of 262 infested townships in 18 counties in the state.

**BUCKEYE BRAND FIELD SEEDS**  
Strictly No. 1 Quality  
**The J. M. McCullough's Sons Co**  
CINCINNATI OHIO

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

## John L. Kellogg Seed Co.

JOHN L. KELLOGG WARREN FARMFIELD  
526 W. 18th St. DE-LUXE SEEDS CHICAGO  
SEED CO.—CHICAGO TRADE MARK

**NORTH AMERICAN SEED COMPANY**  
MILWAUKEE, WIS.  
"QUALITY BRAND"  
Hardy Wisconsin Grown Clovers  
FIELD SEEDS — SEED CORN  
Write for Samples and Freight Paid Prices

WE SPECIALIZE IN  
ALFALFA BLUE GRASS  
SUDAN MILLET and CANE  
WRITE FOR SAMPLES AND PRICES  
**RUDY-PATRICK SEED CO.**  
Kansas City, Mo.

# The GRAIN DEALERS JOURNAL.

## Folly of Filling Fireproof Elevator with Combustible Material.

Now and then, we learn of some grain firm investing large sums of money in tile and concrete elevators and then filling them with combustible material; such as wood leg casings, wood platforms, floors, cleaners and drive-ways.

One of the most expensive experiments of this character which has come to our notice recently is that of the Farmers Co-op. Ass'n at Braymer, Missouri, two views of whose tile elevator are given herewith. On the night of August 28th fire was discovered in the cupola of this elevator and before the flames were extinguished the plant was so badly damaged that engineers declared it would be impossible to repair the building. Over 4,000 bushels of wheat and some corn were burned. A close-up view of the ruins should deter grain dealers from attempting to build grain elevators of tile and then filling the structure with wood or other combustible material. In telling of this fire *Our Paper* says, "The plant had been operated until 6 p. m. and the house was closed without an inspection of the motor and other equipment in the cupola and the entrance switch was not pulled.

"Again is demonstrated the fallacy of combining frame and tile construction. Greater actual damage to building would not have been possible had it been all frame, and damage to grain would probably have been less. Salvaging operations were greatly hampered by the fear of falling walls and, in fact, the railroad company insisted on the immediate demolition of the upper part of the ruins as a safeguard to traffic.

"Combustible material in the elevator included a cleaner in the cupola, grinder and sheller in the basement, wood floors, roofs, elevator legs and bins over the driveway. The entire house was gutted, both of the tile bins gave way and the interior damage to bin walls was of such severity that it will be impossible to repair the structure."

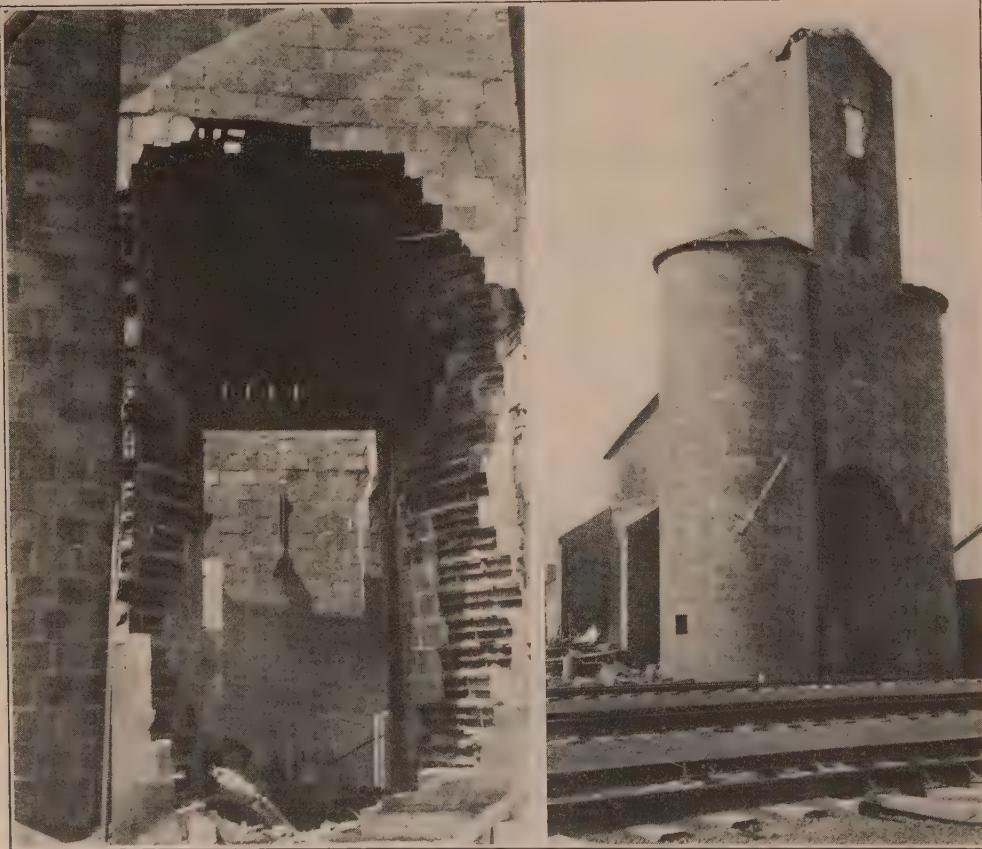
Another experience of similar character is

found in the fire which occurred in the reinforced concrete elevator of the Berthoud Farm Products Co., Berthoud, Colo. This plant was equipped with a concrete roof and concrete cupola, but in the cupola were two wood cleaners, two wood legs and a wood manlift. Fire started in an electric motor in the cupola one evening after the elevator had shut down for the day and was quickly discovered, but the chemical extinguishers were so close to the fire, the operators could not get to them. So, before water could be obtained, the fire spread to other wood and was not got under control until the cleaners, legs and all motors in cupola were a total loss.

Fortunately the wood forms, used in pouring the concrete for the bins, which had not been removed did not catch fire. Otherwise the damage to the building would have exceeded the \$8,000.00 paid by the insurance company. This loss was traceable direct to overloading the motors; double size fuses having been installed and fire invited by the overloading. It is a wise precaution to build grain storehouses of non-combustible material, but if the elevator is filled with wood, it cannot be considered a fireproof plant. A number of fires in such plants have damaged the buildings beyond repair.

**Australia's wheat** crop was materially benefited by August rains, according to a report Sept. 16 to the International Institute of Agriculture. The new crop in New South Wales, Victoria and South Australia depends upon weather for the next few weeks, the report said, but added that prospects already indicate a record production.

**Debentures** equal to the tariff duty and paid as a bounty on the export of farm products of which there is a surplus is proposed by Senator Brookhart as an amendment to the tariff bill. The debentures, to be handled by the Federal Farm Board, would be allotted to stabilization corporations doing the exporting. The senator, in proposing the debentures again, attacked the Agricultural Marketing Act as ineffective. It's time he was right on something.



Tile Elevator of Farmers Co-operative Ass'n, Braymer, Mo., Ruined by Fire.

## Insurance Notes.

WASHINGTON, D. C.—The National Waste Council will hold its semi-annual meeting Oct. 1 at the headquarters of the U. Chamber of Commerce here. Four important papers on fire prevention will be read and ports of standing com'tees heard. J. E. Mischief engineer of the insurance dept. of the Steel Corp. will speak on "What Fire Prevention Means to Industry."

**FIREPROOFING** the insides of engine rooms and providing extinguishing facilities will do a great deal to further reduce engine room losses. Attention should be given closing up openings into the main building. Even belt openings may be reduced satisfactorily by sliding panels. Anything that will retard quick spreading of an engine room fire worth while and if proper extinguishing facilities are at hand may be the means of saving the plant. It is probably impossible to prevent all engine room fires but it should be possible to limit them to the engine room under ordinary circumstances.

## Just Too Bad.

The owner was testing a sample of corn moisture content and filling the tester with a gallon can of alcohol at the same time—Mistake No. 1.

The alcohol ignited and set fire to the man clothing. In attempting to "put himself out" he dropped the can and almost immediately inside of the office was in flames. The second man and a teamster grabbed coats and blankets and smothered the fire in the man's clothing.

Other men attempted to use small extinguishers, but the fire was going good. No barrels or buckets were at hand.—Mistake No. 2 (shouldn't we say No. 1). So the fire ate its way into the elevator while help was summoned from the next town.

Two box cars near the elevator were pushed away. The elevator was totally consumed. The apparatus from the next town arrived in time to save a coal shed. The owner went to the hospital. And nobody knows how that sample tested.—*Our Paper*.

## Bonded Product Not to Receive Benefit of Cuban Tariff.

Wheat, imported for milling in bond, will taxed the amount of any tariff preference which the flour may receive when exported as American product.

Such a provision in the new tariff bill has been approved by the senate 51 to 18, after the house had written such a policy into the bill. The senate com'tee had eliminated this feature. Exports of flour to Cuba, which country grants a special rate to American products, were claimed as a stake by the southwestern and Buffalo millers. Southwest millers claim the provision will make it possible to compete with eastern millers for the Cuban trade and thus use more American wheat. The Buffalo millers have enjoyed the Cuban trade by use of the milling in bond privilege.

The Cuban differential amounts to about 3 cents a barrel on flour.

## FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.  
Carbondale, Penn.

# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**PRIORITY OF LABORER'S CROP**  
N.—One employed by mortgagor to work farm hand, preparing land for mortgaged crop and performing labor in production crop, whose wages were fixed as of date of first bale of cotton, held entitled to first on crops for labor under Rev. St. 1925, art. 5, lien taking priority over lien of chattel mortgage.—*Lunsford v. Pearce*. *Court of Civil Appeals of Texas*. 19 S. W. (2d) 71.

**CONTROL OF ROUTING BY COMMISSION**  
N.—Order of Interstate Commerce Commission, claimed effect of which was to require carriers affected to deliver grain to connecting lines at junctions, and thus short haul themselves, rather than be permitted to carry grain the entire length of their own line, one affecting rates and involving routing incidentally, and hence within Commission's jurisdiction.—*A. T. & S. F. Ry. Co. v. C. U. S. District Court, Illinois*. 33 Fed. 345.

**ILLEGAL DEMURRAGE**.—A carrier of grain is not ordinarily entitled to demurrage on grain held at destination, where it has not delayed or offered to deliver the shipment at a point as will enable the consignee to accept it with reasonable facility and convenience. Here one of two connecting carriers assesses demurrage when the same has not accrued, and the shipment is thereafter diverted to the line of the other carrier, who collects the demurrage at final destination, the latter may be held liable for damages to the injured party upon allegation of proof that the delivering carrier participated in making the assessment, or knew of its legality at the time of collection. Where a consignee has sold at delivered prices, and demurrage has been illegally exacted of the purchaser at destination, the consignor is a proper party to sue.—*Seaboard Air Line Ry. Co. v. Dougherty-McKey & Co.* *Court of Appeals of Virginia*. 149 S. E. 92.

**SELLER'S RECOVERY FOR HAY REMIPPED BY BUYER**.—Where buyer of hay which was to be baled and loaded on cars at siding inquired whether seller wanted check, seller replied, "No, it isn't necessary. I will be it loaded but anyhow I am safe because the hay is mine until it is paid for," contract for a cash sale. Where agreement was made for sale of hay for cash when baled and loaded on cars at railroad siding, and buyer, after loading of hay, and before making payment, without authority, instructed railroad company to release cars to subvendee, buyer's lawful exercise of dominion over property at conversion, and did not divest seller of his right, since there had been no delivery under Comp. Stat. Supp. 1927, §§ 5836-19, 5836-54, subd. 1, and subvendee, reselling to buyer, was liable to original seller for conversion.—*Benz Bros. & Co. Supreme Court Washington*. 279. Pac. 398.

**CARRIER BOUND BY UNCANCELED RATE**.—Railroad company demanding and receiving payments from shipper on basis of tariff schedule published and filed by it held not entitled to recover difference between amount paid and prior rate because of its failure to cancel such rate in terms, as required by circulars issued by Interstate Commerce Commission.—*Chicago, I. & L. Ry. Co. v. International Milling Co.* *U. S. District Court, Minnesota*. 33 Fed. (2d) 636.

**CO-OPERATIVE STOCKHOLDERS' LIABILITY**.—Where creditor extended credit to co-operative association as copartnership without actual knowledge of incorporation and without constructive knowledge thereof from record, on account of ass'n's failure to file certified copies of articles for record under Code 1927, §§ 8459-8461, stockholders and members were liable to creditor for price of merchandise furnished ass'n, tho it had de facto corporate existence.—*Wilkin Grain Co. v. Monroe County Co-operative Ass'n*. *Supreme Court of Iowa*. 223 N. W. 899.

## Joint Use of Spur Track.

The Maine Central Railroad Co. laid a spur track in 1908 on land then owned by L. N. Littlehale; but which subsequently was divided, the center line of the track separating the property of the Knox County Grain Co. from that purchased by Andrew W. Willband from L. N. Littlehale of the L. N. Littlehale Grain Co.

Mar. 26, 1921, Littlehale procured an agreement with the Knox County Grain Co. that neither party should be disturbed in the use of the spur track; and on the same day Littlehale exhibited this agreement to Willband and sold him the land on Littlehale's side of the track.

On Mar. 12, 1923, the Knox County Grain Co. notified Willband that he had no valid right to the spur track, but Willband on Dec. 21, 1926, renewed the agreement with the railroad company for service over the track. As the Knox County Grain Co. threatened to remove the track on its part of the land Willband applied to the court for an injunction, which was granted, defendant taking an appeal to the Supreme Judicial Court of Maine.

The Supreme Court said: We hold that, whereas there is no dispute between the parties as to the particular objects of the grant, viz., railroad side track facilities, it was within the contemplation of the parties that the spur track should be used in every suitable and convenient way to give the parties reasonable side track facilities, and that its use might vary from time to time to conform to the reasonable rules and regulations of the Maine Central Railroad, or such other railroad company or carrier as might operate or run its trains or cars over and along the way for the benefit of the parties or either of them.

It is true that the servient tenement cannot be burdened with the occupation of a greater width than is reasonably necessary for the use for which the right of way is granted, but, as the presiding justice in this case has found that the width of the clearances provided for in the contract between the plaintiff and the Maine Central Railroad dated Dec. 21, 1926, are reasonable, and his decision on this matter, being a finding of fact, is not to be reversed upon appeal, unless clearly wrong, and as the appellant upon whom is the burden has not convinced us that this finding of the presiding justice is clearly wrong, we hold that the present use of the easement by the plaintiff in conformity with the provisions of his contract with the Maine Central Railroad dated Dec. 21, 1926, is in accordance with the rights heretofore acquired by him.

This court is not the proper tribunal to which, in the first instance, the alleged preferential nature of the contract between the plaintiff and the Maine Central Railroad Company, dated Dec. 21, 1926, should be submitted, for it is to be noted that it is not every discriminatory

preference and prejudice which is declared illegal by the United States Commerce Act, but only those that are undue and unreasonable. Mr. Justice Brandeis, in discussing certain disputed questions arising under the construction of the commerce act in Great Northern R. Co. v. Merchants' Elevator Co., 259 U. S. 291, 42 S. Ct. 479, 66 L. Ed. 943, has held:

"Whenever a rate, rule or practice is attacked as unreasonable or as unjustly discriminatory, there must be preliminary resort to the commission."

Chief Justice Taft also has said in the case of Western & Atlantic Railroad, Apt. v. Georgia Pub. Service Commission, 267 U. S. 493, 45 S. Ct. 409, 69 L. Ed. 753, "The question whether the continuance of the service of this industrial track violates the interstate commerce act as unduly discriminatory, is one that involves issues not primarily for the courts, but is for the Interstate Commerce Commission."

Appeal dismissed. Decree affirmed, with additional costs.—145 Atl. Rep. 405.

## Books Received

**CANADA GRAIN ACT Amendments** have been published in pamphlet form with explanatory notes by the Canadian Wheat Pool, Winnipeg, Man.

"**MONTANA FARM REVIEW**" gives the annual statistics covering the acreage, yield, total production and value of the state's principal farm crops and the production and value of the state's livestock and livestock production for 1928. The material was gathered by the state-federal crop reporting service headed by Jay G. Diamond, state agricultural statistician. It is a valuable book for the student of the agricultural and livestock industries of Montana. Issued by the state at the Capitol Building, Helena.

**VARIETIES OF HARD RED WINTER WHEAT** are described and their merits and best localities told in Farmers' Bulletin No. 1585 by J. Allen Clark and Karl S. Quisenberry of the U. S. Dept. of Agriculture. Varieties dealt with are heads bearded: Turkey, Kharkof, Kanred, Blackhull, Minturki, Montana No. 36, Nebraska No. 60, Ilred, Nebraska No. 6, Iowa No. 404, Wisconsin Pedigree No. 2, Karmont, Bacskra, Iobred, Belogrina, and Oro; heads beardless: Michikof, Alton, Ridit and Newtuk. Copies of the treatise may be obtained from the superintendent of documents, U. S. Government Printing Office, Washington, D. C., for 5c per copy.

**KANSAS ELEVATOR COSTS AND MARGINS** are studied by the Kansas Agricultural Experiment station, Manhattan, Kan., in Bulletin No. 246. From 60 to 85% of the elevators reporting attempted to buy on a margin of from 4c to 6c a bu. and greater variations tend to come with radical price fluctuations in terminal markets. The volume of grain production varies to a greater extent than total cost of elevator operation and this volume fluctuation is the most important factor and risk in cost per bu. of elevator operation. Added volume seems to reach its maximum effect in reducing salary and wage cost per bu. when 100,000 to 125,000 bu. is reached. To cover all legitimate costs an average margin of 7c to 8c per bu. is needed under present operating conditions. An analysis of the volume handled by elevators of different types in 1922 shows that the average for 36 commercial line elevators was 57,385 bus.; for 74 mill line, 46,739; for 21 co-operative line, 53,586; for 19 independent co-operatives, 126,106; while the average of all was 60,303 bus. Average costs for the same year were: Commercial line, 5.5c per bu.; mill line, 5.45; co-operative line, 5.02; co-operative independents, 3.56; and commercial independent, 3.86 (volume not given). Results for the preceding year show slightly lower costs in every group, the difference being greatest in the case of the co-operative line elevators which had average costs of only 3.40c, compared with 5.02 for 1922.

It seems quite obvious to us that if Canada is to market its wheat in volume it must be done by the pool making heavy concessions under the option parity, since the latter is entirely too high to make Canadian wheats attractive, even allowing for the normal superiority in quality.—Cross, Roy & Harris.

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**W. S. BRAUDT,**  
Auditor, Champaign, Illinois

**Lubricating Roller Bearings**

Oils, greases and other lubricants, even in this modern day of ball and roller bearings which reduce friction to a minimum, play an important part in keeping machinery running smoothly. A coating of oil prevents rust and corrosion of metal surfaces and reduces the wear incident to friction between surfaces.

In the case of roller bearings, where accurately tooled and highly polished rollers, spaced in cages and rolling on the equally well polished surface of specially prepared races, bears the load, the need for a lubricant is not eliminated, tho it is minimized, says General Engineering Bulletin of the Hyatt Roller Bearing Co.

Oil is necessary to protect these surfaces from rust and corrosion, to minimize the wear at friction points such as where the rollers come in contact with the cages that guide them and these cages come in contact with the housing, and to act as a seal excluding entrance of foreign matter which would affect the wear and free action of the bearing.

Theoretically a non-corrosive oil which would flow readily and coat the surfaces with a protective film would be entirely satisfactory. Offering low resistance to the passage of the rollers it would reduce the heat developed from fluid friction. However, such oil is sometimes hard to retain in a housing and does not prove a satisfactory seal against the entrance of foreign matter, such as grit. The design of the housing must accordingly be considered in solving the lubrication problem. As a general rule, the lightest lubricant that will meet all of the conditions will prove the most satisfactory.

Closely fitted and accurately machined housings with reservoirs are necessary where oil is used in order to prevent the oil from working its way out around the shaft or thru such gaps as it can find. A gauge to show the oil level is also advisable. Most bearings designed to be used with oil have an overflow drain which establishes the oil level at about the

middle of the bottom roller or slightly higher. Flooding the bearing will usually cause leakage.

In grain elevator work bearings lubricated with light grease or heavy oil are normally suitable since neither the operating speed nor temperature is very high. On machinery where high speeds or high temperatures are encountered greases are not normally satisfactory. Nor are they satisfactory when sub-normal temperatures are encountered since most greases become dangerously hard at low temperatures and show a tendency to separate into their various constituents after exposure to higher temperatures for any length of time.

Roller bearing lubricants should be pure, have sufficiently light body to flow between the rollers and offer no interference either when starting or running under all operating conditions, and should be free from acid or alkali in so far as possible. Lubricants of animal or vegetable origin usually have faults in this connection.

Mineral oils are generally most satisfactory if they are properly refined and filtered so as to contain no water, sediment, acid, soap, resin or other substances not derived from petroleum. The flash point should be 400° F. or better and fire point should be 460° F. or better. The pouring point should not be above 10° F.

Where greases are used the mineral oil which gives them their lubricating qualities should be just as pure and high in quality as tho it were being used in its liquid form. Greases containing solid fillers such as cork, asbestos, mica or graphite eventually interfere with the operation of the bearing.

The actual lubrication requirements of roller bearings are very small. Replenishment of lubricant is largely determined by the capacity of the housing.

Production of paper pulp from corn stalks at the Danville, Ill., Cornstalk Products Co. will be increased to 60 tons daily this fall. New machinery has brought the production up from 10 tons daily.

**Montana Farmers Not in Need of Relief.**

Twenty-four business lines in Montana are more in need of stabilization corporations and other whatnots of governmental and bureaucratic relief with the taxpayer's money than farmers according to estimates of business profits made thru corporation license taxes studied by the Montana State Board of Equalization. These comparisons are made thru the business firms of Montana paying corporation license tax or claiming exemptions because profits did not warrant taxation.

The figures are used in studies of the business situation in Montana and are considered to be general enough to give a good view of the situation as a whole.

For the fiscal year ending June 30, 1928, for which the complete reports are available, the average or per firm profits of the incorporated farmer and stockman exceeded those of amusement companies, banks, electric machinery and supplies, fruit and produce, grain and elevators, retail and wholesale grocers, hardware, lumber, coal, hotels and restaurants, tobacconists, undertakers, laundries, drugs, boots and shoes, packers and butchers, real estate and insurance, stationers and publishers, auto sales and supplies, furniture and carpets, and creamery and dairy products.

Not only does the incorporated farmer and stockman compare very favorably with other business lines but during the past four fiscal years has increased the number of his tax paying corporations from 39 in 1924 to 67 in 1928. Each successive year of this period also shows a gross gain while the per firm profit as indicated increased from \$9,639 in 1924 to \$13,110 for the fiscal year just ended and went as high as \$16,389 in 1925.

The elevator business represented by 3 firms indicated profits for the year of \$233,111 or a gain of \$14,977.

The figures are given in the Montana Farm Review issued by the state at Helena.

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# Feedstuffs

VON, N. Y.—Albert S. Gilbert, 73, for years proprietor of a feed mill here, is dead.

ENNINGS, LA.—The Miller Warehouse & Milling Co. has started the manufacture of pet feeds.

LAYTON, WIS.—The Anderholm Bros. Mill here has been taken over by the King Milling Co.

UFFALO, N. Y.—Nov. 1 has been set for completion of the large feed mill of the Grange Federation.

ENTRAL CITY, NEB.—The Hord Alfa Mill is building a molasses pit with a capacity of three tank cars.

EDRO WOOLLEY, WASH.—The White Co. has sold its feed business to the Producers' Exchange, Mt. Vernon, Wash.

WATER TOWN, S. D.—Watertown Feed & Co. has been incorporated for a capital stock of \$150,000 by Terry F. Yarger, H. K. Ger and L. T. Morris.

INCINNATI, O.—The Early & Daniel Co. completed a modern auto and truck repair shop to keep the company's trucks and salesmen's cars in first class operating condition. Employees' cars are also repaired at a nominal charge.

EWISTON, I.DA.—The Hodgen-Brewster Co., Portland, Ore., has acquired the grain and mill business of the Vollmer-Schwarzer Co. here. The new owners will sell the Hodgen-Brewster Co. line as well as assume the brands of the other company.

ATTLE CREEK, MICH.—A. K. Zinn & Company have recently placed an order for a new ender Hammer Mill provided with a built-in magnetic separator. This mill will be powered by a direct connected 75-h.p. Fairbanks-Morse Fully Enclosed Pipe Ventilated motor.

FIVE YEAR contract whereby the Red Molasses Co., a British concern, agrees to take 200,000 tons of molasses annually at \$8 per ton has been signed with Hawaiian sugar plantations. The Hawaiian companies will take some of the deliveries at San Francisco. EORIA, ILL.—The 600,000-bu. addition to storage space of the local plant of the American Milling Co. is now in use, giving the plant a total capacity of 1,000,000 bushels. Much of the space will be used to store soy beans but under contract guarantees from others.

ACK OF LIMESTONE or oyster shell in diets fed hens at the Kentucky Experiment Station caused the hatchability of fertilized eggs to decrease, an increase in the percentage of unfertilized eggs, decreased production of eggs, smaller eggs, lighter shells and lighter chicks at hatching. Hatchability finally became

VERSIDE, IA.—The oatmeal mill has put in operating condition and will be used for the manufacture of feeds. The mill was formerly controlled by the Piper Milling Co., at Rapids, and the Wilder-Murrell interests. Piper company will operate the plant. Corn grinding will be added. Charles Swift in charge.

TITLE ROCK, ARK.—Manufacturers and feed dealers of Arkansas have been advised by the state that oats containing less than 75% of sound cultivated grain can not be registered unless the product is registered, tagged, and the name of the seller, weight, guaranteed analysis and name of each ingredient. Lots of adulterated oats have been seized and a violation of this law.

FREMONT, NEB.—O. W. Rechsteiner is operating the Fredrickson mill, which he purchased here, as the Fredrickson Milling Co.

SKIM MILK to a total of 76,000,000 lbs. was made into concentrates and sold as poultry feed last year, the Dept. of Agriculture has announced.

WASHINGTON C. H., O.—Southwestern Ohio dealers of the Nowak Milling Corp., Hammond, Ind., met here for a sales conference Sept. 10. A series of dealer meetings will be held.

AUSTIN, MINN.—The Hormel mill has been dismantled and is being used as a feeding plant for chickens before they go to packers here. The elevator and warehouse are serving for feed storage.

CAIRO, ILL.—Roy Wand, Sherman, Tex., has taken charge of the Graco Milling Co. as mgr. The mill, started a year ago, processes cotton seed. Wallace Rach, former mgr., plans a cotton seed establishment of his own.

CLINTONVILLE, WIS.—The Northern Milling Co. has tripled the capacity of its feed grinding plant by the installation of new motors, some new machinery and remodeling of elevators. Good quality is also further insured by the improvements which have increased output without added labor.

ATCHISON, KAN.—F. L. Herchanroder, Kansas City, has assumed his duties as sales-manager of the feed department of the Blair Elevator Corp. here. He formerly was with the International Agricultural Corp. and previous to that did experiment feed work for the U. S. Dept. of Agriculture.

FALL CITY, WIS.—The Fall City Feed Mill which burned here with a loss of \$17,000 will be rebuilt, the owners, A. J. Brendahl and Charles Owens, have announced. The mill, a 50-yr. old landmark, was equipped with modern machinery 3 yrs. ago. The building was 3 stories high. The fire lasted 2 days.

SUPERIOR, NEB.—Bossemeyer Bros. are building an addition to their elevator on East Second Street to accommodate the installation of molasses mixing equipment for their various feeds. The new building will be 100 x 108 feet, three stories high, of lumber covered with sheet iron, and a full cement basement.

GRAIN GROUND in a hammer mill with a  $\frac{1}{4}$  in. screen was 11.24% more efficient than whole grain for feeding pigs and grain ground in a mill with a  $\frac{3}{32}$  in. screen was 17.72% more efficient, in 4 tests conducted at the Oregon Experiment Station. Steamed-rolled grain was worth 17.93% more than whole grain but soaking whole grain reduced its value 4.34%.

FITCHBURG, MASS.—Fertilizers, seeds and farm implements will be purchased by the United Co-op. Farmers, Inc., for its members as well as feeds. The group has a grain warehouse on the B. & M. here. The undersigned was formerly located at Sault Ste. Marie, Mich.—Frank Aaltonen, mgr. (Feed purchasing plans were described in the Journal for Sept. 10.)

PASTURES CONDITION declined more in August than in any single month since June, 1911, the U. S. Dept. of Agriculture reports. The decline was severe in all sections except in the far Southwest and that is the only part of the country where the condition is not below that usually reported for this time of the year. For the country as a whole the condition Sept. 1 was only 67.1% against 83.3% a year ago and the 10-yr. average of 78.5%.

CUTTING AND GRINDING alfalfa hay proved profitable when supplemented with 1 lb. of barley per head per day in finishing lambs for the late winter market in a 3-yr. test at the Oregon substation at Umatilla.

KANSAS CITY, MO.—The Mixed Feed Supply Co.'s alfalfa meal and mixed feed plant burned Sept. 7 with the entire building, equipment, supplies and stocks a total loss. Origin is unknown. C. A. Mahon is mgr.

DECATUR, ILL.—The Shellabarger Grain Products Co. will install a Fairbanks type S, 2,000 bus. hopper scale with type registering beam in the new soy bean mill and elevator now under construction here. Pouring of the concrete walls is underway and work is being pushed as rapidly as possible in order to have the plant ready for the opening of the soy bean harvest.—George J. Betzelberger.

ITHACA, N. Y.—The Co-op. Grange League Exchange, Inc., has arranged for a \$50,000 loan from the Federal Farm Board for the purchase or construction of marketing facilities such as grading and packing and loading buildings and platforms at railroad shipping points in western New York. The organization has 35,000 farmer members, H. E. Babcock, its mgr., members. Shipping units will be provided immediately.

TANKAGE as a protein supplement in fattening hogs with peanuts proved profitable in tests conducted by the U. S. Dept. of Agriculture. The feed cost of 100 lbs. of gain for pigs fed peanuts and tankage was \$9.92 while for pigs fed peanuts alone the cost was \$17.86. Each pound of tankage saved more than 5 lbs. of peanuts and the tankage appeared to stimulate the appetite of the pigs as those fed the tankage supplement ate more peanuts.

WATER TOWN, WIS.—The L. O. L. Manufacturing Co. has acquired the elevator of the Watertown Grain Co., remodeled the plant and installed feed grinding and mixing equipment. A complete line of feeds will be manufactured with emphasis upon sweet dairy feeds. Custom grinding and mixing of sweet feeds also will be done. The cold molasses process will be used. J. A. Maas, Watertown, and Ed. Holzheuer, Hubleton, are the proprietors.

VOLUNTARY CONTROL of mixed feeds and a guaranty that the feeds contain no other ingredient than those listed in governmental regulation and restrictions will be offered the feeder in Holland if plans of the manufacturers and sellers carry. The plan was worked out by a comitee headed by Dr. de Bruyn, head of the official agricultural laboratory at Wageningen. The governmental feed code was worked out in the agricultural laboratories and thru the cooperation of manufacturers and handlers. The ingredient code covers the usual varieties of feedstuffs.

## What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Gluten, feed, meal
Alfalfa meal	Hammer mills
Blood, dried	Iodine
Bone meal	Iron oxide
Buttermilk, dried, semi-solid	Linseed meal, cake
Calcium, carbonate, phosphate	Meat meal, scrap
Cocoanut oil meal, Cod liver oil	Minerals
Charcoal	Mineral mixtures
Commercial feeds	Molasses,
Cottonseed meal, cake	Oyster shell, crushed
Feed mixers	Peanut meal,
Feed concentrates	Phosphates, rock
Feeders for mills	Potassium, chlorid
Fish meal	Iodide
Formulas	Salt
	Screenings
	Skim milk, dried
	Soybean, meal
	Tankage
	Yeast for feeding

Information Bureau  
GRAIN DEALERS JOURNAL  
309 S. La Salle St. Chicago, Ill.

# The GRAIN DEALERS JOURNAL.

RED WING, MINN.—The Pittsburgh Plate Glass Co. is rebuilding its linseed oil mill here.

IMPORTATION of cottonseed meal into Barbados has been prohibited by a decree of the governor effective Aug. 29.

LEXINGTON, MISS.—George S. Beall, jr., is reported organizing a \$50,000 corporation to build a complete feed mill and warehouse.

CENTER, COL.—George McClure, local miller, has purchased the Farmers' Feed Mill, one of the largest industries of its character in south central Colorado. The widow of S. C. Sondies is the former owner.

BUFFALO, N. Y.—Lauren Kellogg Warnick, nephew of Spencer Kellogg, Sr., and assistant treas. of Spencer Kellogg & Sons, Inc., died Sept. 17 at his home. He was 59 years old.

MEMPHIS, TENN.—Harvey C. Wood has been named sales mgr. of the International Sugar Feed Co. and Prof. F. H. Stoneburn has been selected to head the poultry development buro. W. A. Hall continues as sales director.

CLAYTON, WIS.—Anderholm Brothers' feed mill here has been acquired by the King Midas Milling Co., of Minneapolis, Minn. O. R. Lein has been named manager and grinding will be done at the plant. A full line of feeds will be carried.

CHICAGO, ILL.—The feed business of Peter J. Simon & Co., recently started as a partnership, has been incorporated for \$25,000. Peter J. Simon is pres., treas. and general mgr.; J. F. Gaspers is vice pres. and Fred C. Bechtold is sec'y and assistant treas.

RUPERT, IDA.—Machinery is arriving for the large alfalfa meal mill under construction here for the Pecos Valley Alfalfa Mill Co. of Hagerman, N. M. Three buildings, a grinding plant, processing rooms and warehouse, are in the first unit under construction.

PEORIA, ILL.—Soy bean growers were guests at a dinner gathering of farmers at the Hotel Pere Marquette here Sept. 18 when the growing and harvesting of the beans were discussed. The American Milling Co. of this city and the Funk Brothers Seed Co. were hosts.

ARLINGTON, S. D.—George P. Sexauer & Son Co. of Brookings has purchased the Reese elevator, formerly the Arlington mill. The new owners plan to use the plant for feed grinding and storage. The elevator was remodeled recently and new machinery installed which now will be removed.

WASHINGTON, D. C.—All members of the feed industry have been invited to attend the meeting of the Ass'n of Feed Control officials of North America here Oct. 31-Nov. 1. L. E. Bopst, sec'y, has announced that the ass'n would appreciate the attendance of the feed industry to join in the discussion of problems of mutual interest.

SPOKANE, WASH.—A new dog and animal feed made from whole wheat is being manufactured by the Boyd-Conlee Co. The wheat is cleaned, rolled out like oats and packed in 10-lb. cartons. It is cooked like mush, with additions of juice from cracklings or scraps of meat and vegetables, cooled and sliced for dogs and other animals.

CORN and alfalfa, because of the higher degree of finish obtained and consequent higher selling price, proved the most efficient of rations fed for fattening lambs in tests at the Kansas Agricultural Experiment Station. Assuming alfalfa to be 100% efficient the relative efficiency of other roughages was sweet clover 95%, cowpea hay 87% and sudan grass hay 56%. Placing the efficiency of corn at 100% for comparisons, the relative efficiency of other grains was head kafir 96% and threshed kafir 90 per cent. Cheaper gains, more rapid gains and a more desirable finish were obtained when comparatively small amounts of alfalfa hay and large amounts of shelled corn were fed. The economy will hold so long as the cost of a pound of corn does not exceed 4 times the cost of a pound of alfalfa hay.

MEMPHIS, TENN.—Investigation by federal authorities of charges that cotton oil mills are in combination to depress the price of seed was asked at the meeting here of the agricultural commissioners of 10 cotton states. It was said at the meeting that the mills were in agreement following the adoption of a code of ethics. A resolution asking the inquiry was adopted.

CHARLESTON, W. VA.—Mill owners have requested restoration of temporary registration permits for oatmeal by-products following the action of John W. Smith, commissioner of agriculture, in cancelling them under provisions of the new state feed law. Permanent registration also is asked. Under an opinion of the attorney general the by-products were held to come under the law denying registration to feeds containing certain hulls, and forbids the sale of non-registered feeds.

FARGO, N. D.—Reorganization of the Go-Far Cereal Co. which has been incorporated under the name of the Go-Far Cereal Mills has been effected. George Bahe, who has operated the plant for a number of years, is pres. of the reorganized company. H. M. Shirley is vice-pres. and Mrs. George Bahe is sec'y-treas. A number of prominent local residents have become shareholders. The company manufactures whole wheat and flour products and feed and also does a corn drying and sales business.

BULK SALT is to be preferred during the early months of feeding cattle from the range in the opinion of Dr. John M. Evvard, in charge of feeding tests at the Iowa Agricultural Experiment Station at Ames. Such cattle, he explains, are in need of considerable salt because range conditions seldom give the animal enough. The easily accessible bulk or barrel salt is consumed in large quantities. Later when the steers are advanced in the feeding period, salt in the block form is preferable, especially during hot weather, because if given flake salt at that time the steers have a tendency to drink too much water.

ST. JOHNSBURY, VT.—We have purchased the grain elevator and mill at St. Johnsbury, Vt., known as the Caledonia Mills, Inc. Contrary to your understanding, however, this name is being retained and Caledonia Mills, Incorporated, will continue to operate as such. No radical or immediate changes are contemplated in connection with the property and equipment of Caledonia Mills. Of course it will be necessary to make some equipment changes and also some changes in construction in order that this property may be suitable for our needs. Of course this is but natural in connection with the purchase of used property of this kind. C. W. Hedrick, who has been manager of our branch at Woodstock, Ontario, Canada, has been placed in charge of Caledonia Mills.—Purina Mills, J. K. Brown, St. Louis, Mo.

FISH MEAL and digester tankage were compared in a 57-day feeding test on hogs at the Georgia Experiment Station. Pigs averaging 110 lbs. were divided into two groups of 12 each. Both groups were fed by the self-feeder, free choice method. One lot received shelled corn, mineral mixture and a 60% tank-

## Exports of Feeds.

Exports of feeds of domestic origin for July, in tons, compared with July, 1928, and for the seven months ending with July, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	July 1929	1928	7 mos. ending July 1929	1928
Hay .....	298	999	6,872	9,560
Cottonseed cake .....	8,469	1	78,363	76,308
Linseed cake .....	35,623	20,578	191,695	142,080
Other oil cake .....	3,532	1,241	15,992	7,390
Cottonseed meal .....	2,218	63	23,877	19,035
Linseed meal .....	473	502	7,326	4,282
Other oil-cake meal .....	92	554	1,645	1,102
Kafir, milo, bus.....	159,932	4,499	2,520,921	953,445
Mixed dairy feed.....	209	.....	1,451	.....
Mixed poultry feed.....	474	.....	2,580	.....
Other mixed feed.....	724	1,101	8,561	14,648
Other feeds, including screenings .....	1,082	2,970	19,525	21,419

age; the other shelled corn, mineral mix and a 65% haddock fish meal. The average gain per animal on tankage fed pigs was 0.67 lbs. and on the fish meal fed pigs was 0.67 lbs. The cost of feed per hundred lbs. of the tankage ration was \$8.48, compared \$7.49 on those receiving fish meal. For the days the average feed consumption per hog 386.3 lbs. shelled corn, 37.9 lbs. tankage and 417 lbs. corn, 37.4 lbs. fish meal and 1 lbs. mineral mixture.

Marquis wheat will be plugged on British Isles and the continent by L. Newman, Canadian cerealist who has gone Europe to supervise the milling of 5,500 of the wheat. He also will supervise the making of the bread from the flour in his effort to show Europeans that Marquis wheat, which is generally considered rustproof, will make bread.

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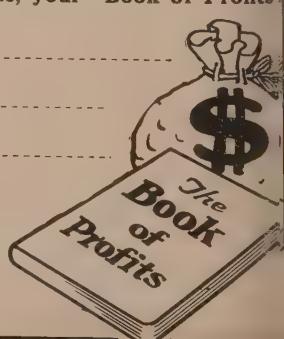
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Send me, gratis, your "Book of Profits"

A Salt for  
Every  
Purpose  
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Without a  
Fault



## tonseed Meets Insistent Buying and Makes New Highs.

nphis, Tenn., Sept. 21.—Cottonseed in past trading on Memphis pit advanced steadily with only small reaction and made new Friday, October selling up to \$40. September is still depressed by hedging pressure and relatively low bids in the country for gathered seed, and while the carrying into the deferred months is severe, a general feeling is that seed are relatively makes itself manifest on the declines.

News continues to come more unfavorable than otherwise, and the products of cotton other than oil, are in excellent demand. Seed in the country in isolated instances bid up to \$39.25 in the Delta and later to while the general bid in that section more averages \$38. Present stiff carrying es are rather severely against the bulls, the local crowd are more bullish than others and are buyers of seed on all declines under the current value of meal for the same de-

tonseed meal turned easy at the opening day and the decline continued thru Wednesday active fall deliveries selling down to \$40, at this level buying became more insistent values were on the upgrade most of the week, showing net losses from Saturday averaging only about 50c per ton. Offerings are fairly free, but only against spontaneous purchases of seed, and as a consequence showery weather, or any disposition to seed in the country, dries these offerings while trade buying continues in large volume. Importing feedstuffs have ruled slightly lower the week, linseed meal showing a decline per ton tonight, but this product is also at a rather extreme premium over cottonmeal, the difference on tonight's close figure \$20 per ton for 34% product, compared with 41% meal, and the Argentine flax is forecast at only about 50% of last year, the U. S. crop is estimated at 33% under-year average, and the Canadian outlook 500,000 tons less than last year.

Distribution of meal domestically is on a large scale. Some stuff is moving to feeding plants, even at present prices. Against condition, the export demand is reported as pointing, and the Hamburg correspondent says: "It is quite impossible to sell any stuff in the country on basis of shipper's present price." \* \* \* On the other hand, shippers are not prepared to lower their offerings."

## New Trademarks for Feedstuffs.

UNIVERSAL MILLS, Fort Worth, Tex., filed trade mark Serial No. 286,523, a design of chains, to describe poultry and livestock feed:

AUBREY & CO., Louisville, Ky., filed trademark Serial No. 279,208, the lettered word Aubrey's over a shaded circle containing the letter A to describe horse, poultry, dairy and stock feeds.

HUBBARD MILLING CO., Mankato, Minn., filed trademark Serial No. 287,141, an illustration of livestock in foreground of a barn and the illustration bordered with circles set in an oblong, to describe stock feed.

AUBREY & CO., Louisville, Ky., filed trademark, Serial No. 279,209, the words Red A over a circle containing a larger A and the entire design bordered by an oblong made of a series of the letter A in capital letters.

## Adulteration and Misbranding

Dallas Oil & Refining Co., Dallas, Tex., appeared as claimant for 140 sacks of cottonseed cake seized at Springfield, Ill., under a charge of misbranding. The label, in part, said "Crude protein not less than 43%." The government charged that the article was deficient in protein. The article was released on bond conditioned that it be relabeled.

Elk City Cotton Oil Co., Elk City, Okla., was charged in an information in the U. S. court of the Western District of Oklahoma with having shipped a quantity of misbranded cottonseed meal into Minnesota. It was charged that the protein content statement on the label was false. The company was fined \$100 and costs upon a plea of guilty.

Elk City Cotton Oil Co., Elk City, Okla., was alleged to have shipped 80 sacks of cottonseed meal which were seized at Minneapolis, Minn., under a charge of misbranding. The government charged that a statement on the label, "Guaranteed Analysis Crude Protein Minimum 43 Per Cent" was false. The Schreiber Mill & Grain Co., Minneapolis, appeared as claimant and the article was released under bond to relabel.

## The Feed Merchant's Job.

The feed merchant's major job is to get good feeds to good livestock. It is an economic waste to feed scientifically balanced feeds to poor and unscientifically bred cattle or poultry. The more units of livestock there are which are capable of converting your products into a profit, the greater is your opportunity for profit.

No feed merchant can be an authority on all of the problems of agriculture. This is obvious. Every feed merchant can and should know what those problems are locally, and he can and should exert a powerful influence on the side of real progress.

We do not reap legitimately where we have not sown. Business today has no place for the parasite. If we are to capitalize on the results of the economic and educational forces which are making advancement possible, we must become an integral part of those forces.

There is too much sentiment mixed up with discussions on the economic phases of agriculture. Good homes, good schools, good churches are the inevitable result of an earned prosperity whether in the city, town or country.

The prosperity of every feed merchant is bound up in the prosperity of the feeders in his community.—Park & Pollard Co.

## Feed Distributors to Meet Oct. 16.

The 9th annual meeting of the U. S. Feed Distributors Ass'n will be held Oct. 16 in the Black Partridge room of the Hotel Marquette at Peoria, Ill.

The purpose of this meeting is to receive the decision of the Grain Dealers National Ass'n as to changing its name to Grain and Feed Dealers National Ass'n. A report will be submitted by the special com'ite on negotiations with the Grain Dealers National Ass'n composed of John H. Caldwell, E. C. Dreyer and E. W. Mitchell.

# The Monarch Vertical Mixer with Hot Molasses Attachment Makes Feed Mixing Profitable

Here is a complete Feed Mixing Unit, capable of mixing sweeter dry feeds at the rate of 4 tons per hour or more. It mixes the feed, heats and applies the Molasses turning out a product that is uniformly mixed, thoroughly sweetened and free flowing. A one-man mixing unit that you are paying for by being without. Let us give you complete information.

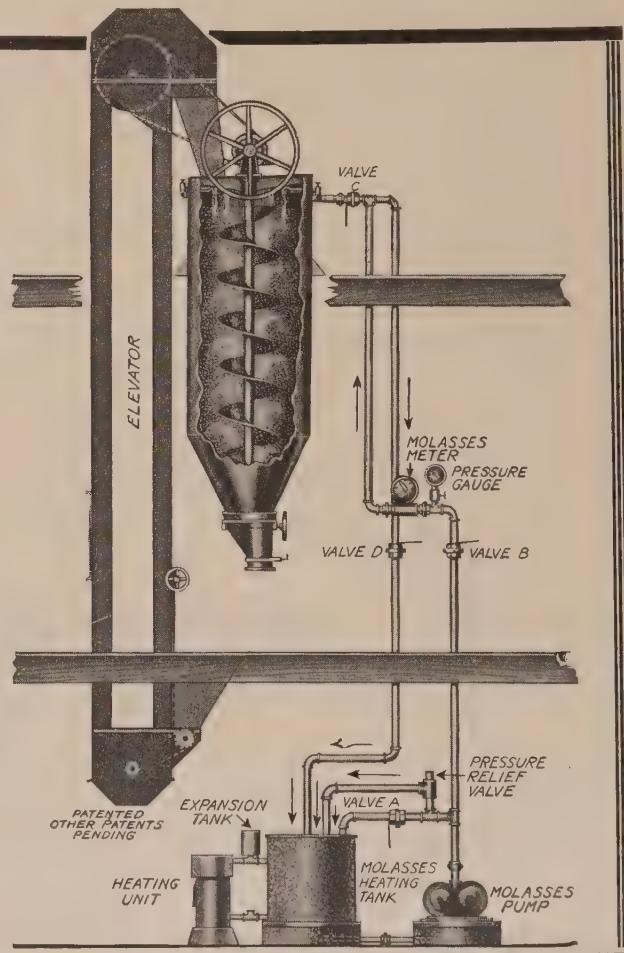
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Flour and Feed Mill Machinery — Grain Handling Equipment



# The GRAIN DEALERS JOURNAL

## Feed Grinder

SEATTLE, WASH.—Frank M. Robinson has bot the Pomeroy Feed Mill.

MANKATO, MINN.—Irvin Swanson is installing a hammer mill in his new building here.

PARKER, S. D.—The Parker Feed Mill is installing a new Jay Bee 50-h.p. drive hammer mill.

SHAWANO, WIS.—The New Richmond Roller Mills Co. has purchased the Shawano Flour & Feed Mills.

KENDALL, WIS.—The Western Supply Co. is building an addition to house its feed mill and additional grain bins.

MCKENZIE, TENN.—The new feed mill of the McKenzie Implement Co. is ready to start making mixed feeds. J. V. Ellis and Romney McCadams are the owners.

BRAINERD, MINN.—Operations at the Crow Wing Feed Mill are expected to be under way the last week in Sept. Installation of new machinery has advanced rapidly.

TOLEDO, O.—W. A. Davenport has purchased the old incubator factory and mill of A. R. Badger here and will overhaul the plant and install machinery for the grinding of feed and flour.

GALVA, ILL.—W. B. Kiddoo has become a partner of George Kroll in the Galva Mills. The new firm also will operate a feed grinding plant at Altona. Mr. Kroll recently purchased the mill from N. A. Carlson.

FULTON, KY.—The Browder Milling Co.'s new feed mill started operation Sept. 18. Modern equipment was installed and Joe Browder, the owner, plans to continue manufacture of a complete line of feeds under his label.

SAN ANTONIO, TEX.—Fire caused by a spark as a piece of steel fell into a corn grinding machine did damage amounting to \$2,000 at the feed mill of D. J. McIver. About half of the damaged machinery can be salvaged.

EDGERTON, WIS.—The Chapman Feed & Seed Co., Janesville, Wis., has leased the building and equipment of the feed mill of the Doyon Lumber Co. and will do grinding as well as deal in flour, feeds, hay and seeds. W. L. Chapman will be manager.

MADISONVILLE, KY.—O. L. McGregor & Sons have opened the Madisonville Roller Mills in the building formerly occupied by the Madisonville Milling Co. New machinery has been installed. The Company will do custom grinding and handle mixed feeds.

PLEASANT HILL, O.—A hammer mill, with a capacity of two tons per hour, a sheller, mixer and cleaner have been installed by J. W. Minton in his new feed plant here. The machines are powered by individual electric motors. A complete line of ingredients, making it possible to mix any formula desired, will be carried.

GOBLES, MICH.—The Gobleville Milling Co. is installing a blower system for elevating feed from its attrition mill. It is also installing a 10-h.p. G. E. Fully Enclosed, Self-Ventilated Ball Bearing Motor, controlled by an automatic push button starter, enclosed in a dust tight case. A Dings Magnetic Separator was recently installed ahead of the feed mill.

JUNCTION CITY, KAN.—We have added 5,000 bus. of bin room to our bulk storage facilities which makes our grain storage space total 17,000 bus. A feed grinding room was recently completed and fitted with a Eureka Mixer and a W. W. hammer mill. A 30-h.p. motor was put in to run the hammer mill and connected to it with a Tex-rope drive. We are now working on a 16x50 ft. rodent-proof warehouse for storing mixed feeds and feed ingredients. A little later we plan to build feed grinding bins and other facilities to make our feed grinding process as nearly continuous and mechanical as possible.—Christensen & Beeler.

### New Feed Plant at Beardstown, Ill.

Newly designed machinery and arrangement of the plant have lowered building costs materially in the new feed plant of Schultz, Baujan & Co. under construction at Beardstown, Ill. The equipment and arrangement which require less space have been under tests and are operating successfully at the Wayne Feed Mills' Plant at Buffalo, N. Y., and the Always-A-Head Feed Mills at East St. Louis, Ill.

It is after 54 years of successful milling, from the time of the farmers' direct exchange of wheat for flour, that Schultz, Baujan & Co. are entering the mixed feed manufacturing business and adding another cycle to the exchange system. This time furnishing feeds to the farmer in exchange for his grain.

The company is located on the Illinois River in the heart of one of the richest grain producing valleys of the country. In addition to the milling business the company handles and ships from 300,000 to 400,000 bus. of corn annually at the elevator which is located near the mill. The company mills around 2,000 barrels of flour a day, the majority of it being milled from wheat grown close by.

The concern engaged S. T. Edwards & Co. to make a survey of the possibilities, develop a full line of first class guaranteed formulas and design the manufacturing plant and arrange the equipment. Construction work is under way. The elevator and poultry feed department will be housed in a new concrete building 100 feet high, of steel and concrete with brick construction, the whole plant extending along the Chicago, Burlington & Quincy right of way for 140 feet.

The Macdonald Engineering Co. has the contract for the construction of the elevator proper and Wessel & Sons are doing the steel work and building the brick warehouse.

The plant will be equipped with General Electric Motors, a Randolph Direct Heat Drier, Monitor cleaning and separating machinery and Eureka molasses and batch mixing machinery. The S. T. Edwards & Co.'s belt type percentage feeders, molasses feeders, molasses heater, molasses strainers and scratch feed unit also will be installed.

Bran and middlings will be received on modern machinery direct from the mill and shelled corn will be spouted to the feed plant across the track of the Burlington.

John Schultz, pres. of the company, altho past 80 years, is still active in the management of the business.

**HIAWATHA GRAIN CO.**  
MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
**GROUND FEEDS**  
Straight Cars Mixed Cars  
Operating HIAWATHA MILL

**SHIPPERS OF**  
**RED DURUM**

Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

**ARCHER-DANIELS-MIDLAND CO.**  
Grain Department  
**MINNEAPOLIS, MINN.**  
Elevator Capacity, 2,500,000 Bushels

## FAIRMONT'S

### Pure Flake Buttermilk

9 Large Plants  
Excellent Service

**THE FAIRMONT CREAMERY CO. U.S.A.**  
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### "Feeds and Feeding"

ILLUSTRATED  
19th Edition—770 Pages

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farm patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

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All Grades and Grinds  
Duplex Fine Grind and Leaf Meal for Poultry  
Mashes  
Mixed Cars Our Specialty  
The Lamar Alfalfa Milling Company  
Lamar, Colorado

## SOYBEANS

We are in the Market for Soybeans for our Chicago and Toledo Mills  
Unlimited Storage Facilities

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DECATUR, ILLINOIS  
ARCHER-DANIELS-MIDLAND COMPANY

### FEED and GRAIN SAMPLES ANALYZED by EXPERTS

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Harrison 649

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453 S. Clark St.  
Chicago, Ill.



## THE LONG-EARED, LONG-LEGGED TEXAS JACKRABBIT

uses, (as anyone will tell you who has seen one), a pair of powerful rear feet to carry him, in fifteen foot jumps, at mile-a-minute speed away from danger. Those feet are his means of defense.

*But, the defense within the defense, the "citadel within the citadel", as it were, is the tough skin that covers the rubber-like pads that are a "jack's" feet.*

That skin is a "jack's" real protection, and Mother Nature has made it proof against injury by the brambles, thorns, and sharp rocks with which it comes in daily contact.

*Your products, too, need protection from the hurts that they are liable to receive every day from rough handling, falls and knocks. They need strong, tough coverings that will guard them well, rugged, powerful—*

**"Coverings that Protect"**

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New and  
Second-  
hand  
Also Twine

(We will buy your secondhand bags)

# The GRAIN DEALERS JOURNAL.

## Linseed Meal One of Most Valuable Feeds.

There is no more healthful feed for limited use with all farm animals than linseed oil cake or oil meal, with its rich store of crude protein, slightly laxative oil and its mucilaginous, soothing properties, say Henry and Morrison in "Feeds and Feeding." Its judicious use is soon apparent in the pliable skin, the sleek, oily coat, and the good handling quality of the flesh of animals receiving it. It is therefore very useful as a conditioner for run-down animals. Linseed meal is one of the most popular dairy feeds and is excellent for horses. It is also one of the best protein-rich supplements for fattening cattle and sheep and gives good results with swine when fed in proper combination but it should not be fed as the only supplement to pigs not on pasture. Rich in protein and calcium and fairly high in phosphorus, linseed meal is well suited to young growing animals. Owing to its popularity, linseed meal is often expensive compared with other protein-rich feeds. It is then economy not to use it as the chief source of protein but to feed only enough to produce the desired tonic and regulating effect.

In this country the demand is chiefly for linseed meal instead of the unground cake, probably owing to the fact that it is fed mostly to dairy cows mixed with other concentrates. For sheep, cake ground to nut or pea size is more palatable. European farmers commonly purchase the cake in slab form and grind it in cake mills before feeding. In this form there is no chance for adulteration.

Without question, old-process linseed meal is one of the most valuable feeds for dairy cows. This high rank is due not only to its richness in protein, but even more to its slightly laxative and conditioning effect, which aids in keeping stock thrifty and vigorous. For this reason, many experienced dairymen include 1 to 2 lbs. of linseed meal per head daily in the concentrate mixture they feed their cows, even when other feeds, such as cottonseed meal, are cheaper sources of protein. Linseed meal is especially valuable, due to its laxative and regulating effect, when no succulent feed is available or when hay from the grasses or dry corn forage must be fed in place of legume hay.

This feed, which is highly palatable to cattle, is greatly esteemed in fitting animals for show or sale, for it aids in producing finish and bloom and in making the hide mellow and the hair silky. It is also widely and successfully used as part of the concentrate mixture for cows on official test and in preparing cows for freshening. Van Pelt writes "Fed with ground corn, ground oats, and bran at the rate of 2 lbs. daily for 60 to 90 days prior to freshening, it develops a condition of quality and sappiness in the cow that insures successful parturition and promptness in coming to her maximum flow of milk. . . . The careful feeder who demands uniformly large results will always keep on hand enough linseed meal, or linseed cake, so it can be used in limited amounts as occasion and necessity demand.

## Combined Soy Beans Are Drier.

The purchase of a combine harvester for harvesting soy beans is advisable only in the case where the job of threshing per season is at least 100 acres of soy beans or 100 acres of soy beans and small grain, says the Bureau of Agricultural Economics, U. S. Dept. of Agriculture. On such an acreage, says the bureau, the total per-acre charge, including interest and depreciation, will be less for a 10-foot combine than for an 8-foot binder and custom threshing.

Analysis of combined soy beans has shown an average moisture content of 12½ per cent, and on beans threshed from the shock the moisture content ran about 15 per cent. Most combined beans are generally below the allowable moisture content of 15 and 16 per cent for United States soy bean grades Nos. 1 and 2, but beans which are bound and threshed usually run

over these amounts. To offset this lower moisture content in combined beans it is necessary to delay combining from 3 to 10 days after the time for cutting with a binder.

## Demand for Big Horse Power Grinders Increasing

Millers and custom grinders are said to find that economy in big capacity grinding is secured through the larger horse power mills. This is exemplified by the large feed grinders, who, instead of installing several smaller mills, will install one or more larger grinders.

Take the case of Nutrena Feed Mills, Kansas City, Mo. About a year ago they installed a No. 4—75 H. P. "Jay Bee" Mill. So well has this feed grinder performed that they soon after installed a second "Jay Bee" Mill with equal horse power. And only last week they installed not only their third 75 H. P. "Jay Bee" Mill, but also a Puritan "Jay Bee" Molasses Mixer, which is said to be the only molasses mixer that will mix feed and cold molasses in any proportion without boiling the molasses.

Other specific instances of millers who find that large horse power mills pay best are the Globe Grain and Milling Company, Ogden, Utah, and the Missouri Farmers Ass'n of Springfield, Mo., who each have installed a 100 H. P. "Jay Bee" Mill. The Missouri Farmers Ass'n has also installed a Puritan "Jay Bee" Molasses Mixer for making molasses feeds. Staley Milling Co. and Quisenberry Gold Bond Feed, both of Kansas City, have installed 75 H. P. "Jay Bee" Mills.

## Feed Markets Strong.

Bullish sentiment predominates in the feed trade as a result of droughts which have cut crops, damaged pastures and increased demands as well as the rather slow trade in flour which cuts down production of milling offals.

Prices of millfeeds have been advancing and many jobbers declare that the advance so far merely presages greater rises to come.

Another factor is the screenings situation. New grain is arriving in the northwest in excellent condition and unusually free from weed seeds. Some manufacturers already are reporting difficulty in obtaining screenings which are the chief base for the manufacture of sweet feeds. A shortage of screenings must therefore increase the demand for millfeeds.

During the free movement of wheat recently Minneapolis mills operated above flour demand, selling the millfeed and storing the flour.

A millfeed advance to the limit of trade expectations without setbacks however is not likely.

A combination corn picker and harvester which, it is claimed, eliminates practically all defects of present-day pickers is before U. S. patent officers. The application was made by W. A. Giermann, a blacksmith at Onawa, Ia. The machine, adaptable to one or two rows, consists of a sickle which cuts the stalk at any desired height, carriers which take it to the husking rollers from where the corn is elevated and dropped into the wagon. A series of rakes follow the machine which picks up down corn and carries it to the husking rollers.

## STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

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MEMPHIS

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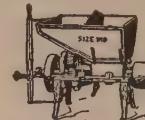
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Emery Thierwechter Co.

Oak Harbor, Ohio

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



The N. P. Bowsher Co., South Bend, Ind.

## Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture, organic matter, adulterants

Best for Your Trade.

Will not cake or harden.

Costs no more.

Get samples for feed mixing.

Splendid profits for Dealers.

## Myles Salt Co., Ltd. New Orleans, La.

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## Feed System Engineers—Plant Designs Special Feedmill Machinery—Feed Formulas

DRIED BUTTERMILK AND SKIMMED MILK  
Packed 100-lb. Paper-Lined Bags

## S. T. EDWARDS & CO. INCORPORATED

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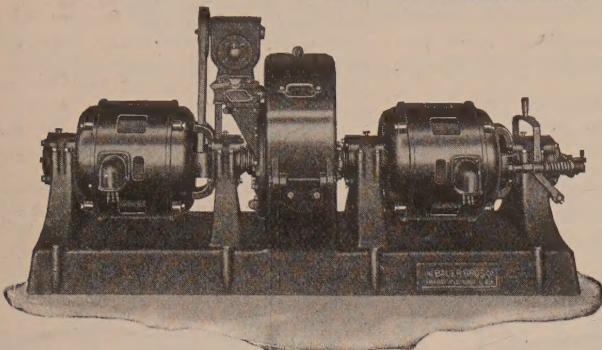
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BALL BEARING

ALEMITE LUBRICATION



BELT AND MOTOR DRIVE

SEVEN SIZES

Interior easily accessible. Automatic quick release, pressure relief springs.

Feeder is ball bearing, noiseless, has bronze gear with hardened steel worm.

Suspended motor construction. Rotor and stator always centered. Ammeter with all Motor Mills.

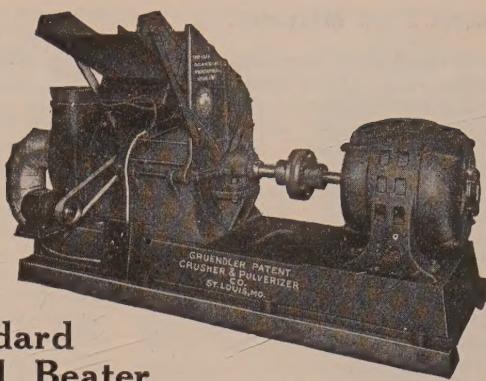
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"BAUER" HAMMER MILLS, CRUSHERS, ETC.

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### New Standard Whirl Beater Custom Hammer Mill

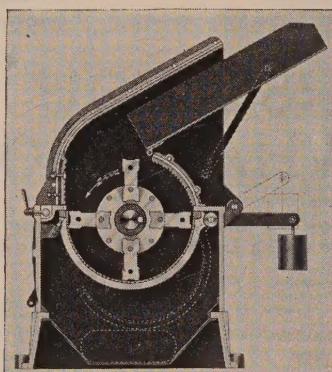
with built-in spout magnet and enclosed type generator, new patented quick-change screen arrangement and new saw toothed double ended hammers. A full fledged hammer mill with over 45 years of successful performance. Needs no introduction and has never failed to get the business for Gruendler users over that of any other known principle of grinding in custom mills, elevators and commercial feed mills throughout America and known as

## GRUENDLER

America's Leading Hammer Mill

*A Mill Without a Competitor*

Do not be influenced by comparisons with old style Gruendler Mills, of which there are many thousands still in successful operation, as against present day methods and modern improvements that are the outstanding features of "GRUENDLER PROGRESS" today.



Gruendler Correct Principle

As pioneers of the Swing Hammer principle and as manufacturers of over 70 different types and sizes for various industries, the Gruendler is still at the top as the most profitable Grinder that money can buy regardless of cost.

### GUARANTEE

Gruendler Standard Whirl Beater custom Grinder guaranteed to give the greatest capacity and the most uniform fineness power for power over that of any known principle and will install anywhere on thirty days' trial along side of any mill you are now operating and no strings attached.

All sorts of claims are being made by Hammer Mills recently placed on the market, but anyone wishing to install mills for comparative tests, which are usually expensive to operator, will find Gruendler ready to meet the requirements.

Write for further particulars and let us explain fully in order that you may compare with your present equipment.

**GRUENDLER CRUSHER & PULVERIZER CO.**  
2915-17 North Market St. ST. LOUIS, MO.

*A Gruendler hammer mill for every grinding need in elevator, custom feed mills or commercial feed plants.*

## The HAINES *feed* MIXER

THE MIXER THAT  
REALLY MIXES

A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No mill-wright labor required. Easily set up or moved.

Mixes thoroughly, rapidly and uniformly. Requires small power and minimum floor space. Shipped completely assembled ready for operation as soon as connected to power. Easily set up or moved. No elevators or millwright labor required.

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**THE GRAIN MACHINERY CO.**  
MARION-OHIO

# The GRAIN DEALERS JOURNAL.

## Mineral Feed Mixtures.

Hogs, of all the larger farm animals, are most apt to suffer from lack of minerals in the ration. This is especially true in the northern states where due to long and severe winters much dry-lot feeding is done. Such winter rations, to make matters worse, are frequently made up of grain or grain by-products. All grains are low in minerals, especially lime. Certain well known protein feeds of animal source are high in lime and phosphorus, and for dry-lot feeding especially are highly desirable. Such feeds are skimmilk, buttermilk, fish meal, and tankage. In the absence of such feeds and sometimes even with them in the ration, if used in small amounts, it is necessary to add minerals.

A suitable mineral mixture is frequently asked for. The mixture of equal parts limestone and bone meal is a good one, to be fed with salt or iodized salt. A splendid mixture to which various classes of live stock may have access, or which may be added to grain

mixtures, is made of 40 lbs. fine ground limestone, 40 lbs. special steamed bone meal, and 20 lbs. salt. If no iodized salt is available, one-third ounce of potassium iodide may be added to every 100 lbs. of the mineral mixture.

Many mineral mixtures recommended to the public contain a number of ingredients, the need for which has not been proved. In this class are charcoal, Glauber's or Epsom salts, sulphur, manganese, copper, and iron. Most of these elements are needed by all animals but they are either needed in such very small amounts, or are already present in generous amounts in common feeds, so that most rations supply them in abundance.

Certain of the above elements have laxative properties and may help animals that are getting relatively poor rations, perhaps constituting rations. But where a good feeder is on the job arranging the rations for his dairy cattle and other live stock in the light of scientific findings and good farm practice there is little or no benefit from the addition of these laxative salts as a steady component of the rations.—G. Bohstedt in *Hoard's Dairyman*.

## Feed Mfrs. Differ on Soy Bean Duties

Because of differences of opinion and expressed differences of interest the executive committee of the American Feed Manufacturers' Ass'n took no formal action on the proposed duty of \$6 a ton on soy bean meal now in tariff measure before the senate. The committee voted to leave each member of the ass'n to take whatever stand he feels best serves individual interest. The committee met in Chicago recently.

Mixers, dealers and feeders of the Pacific Northwest, who use beans imported from Orient, have filed vigorous protest against proposed duty, declaring that the soy bean industry in the United States is so young the duty is not needed to protect the price.

Some of the local feed manufacturing associations have taken adverse action.

**A. P. Husband**, sec'y of the Millers' National Federation, was stricken with a slight heart attack which was followed by pneumonia recently, but he is reported as improving rapidly.

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**BUILT for COUNTRY ELEVATORS and FEED MILLS**

The "Universal" Grinder, from the first, was designed and constructed to fill the requirements of country elevators and feed mills.

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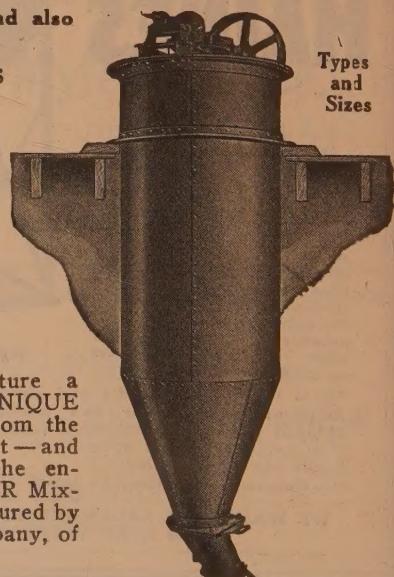
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



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We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



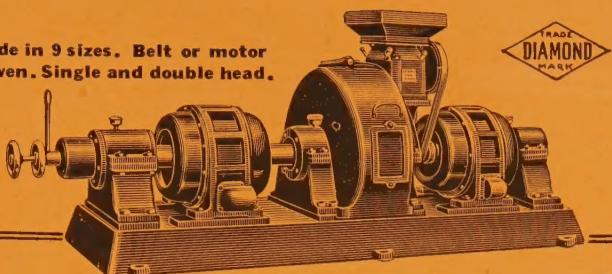
Types and Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

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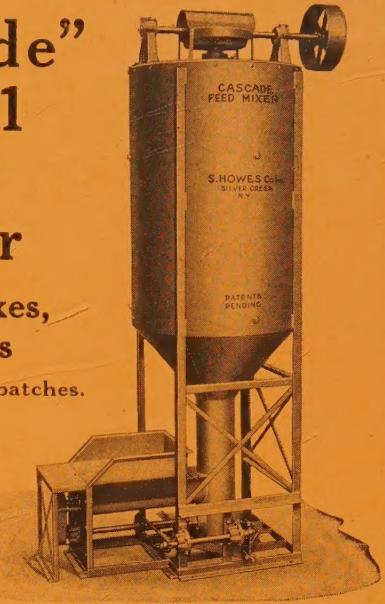
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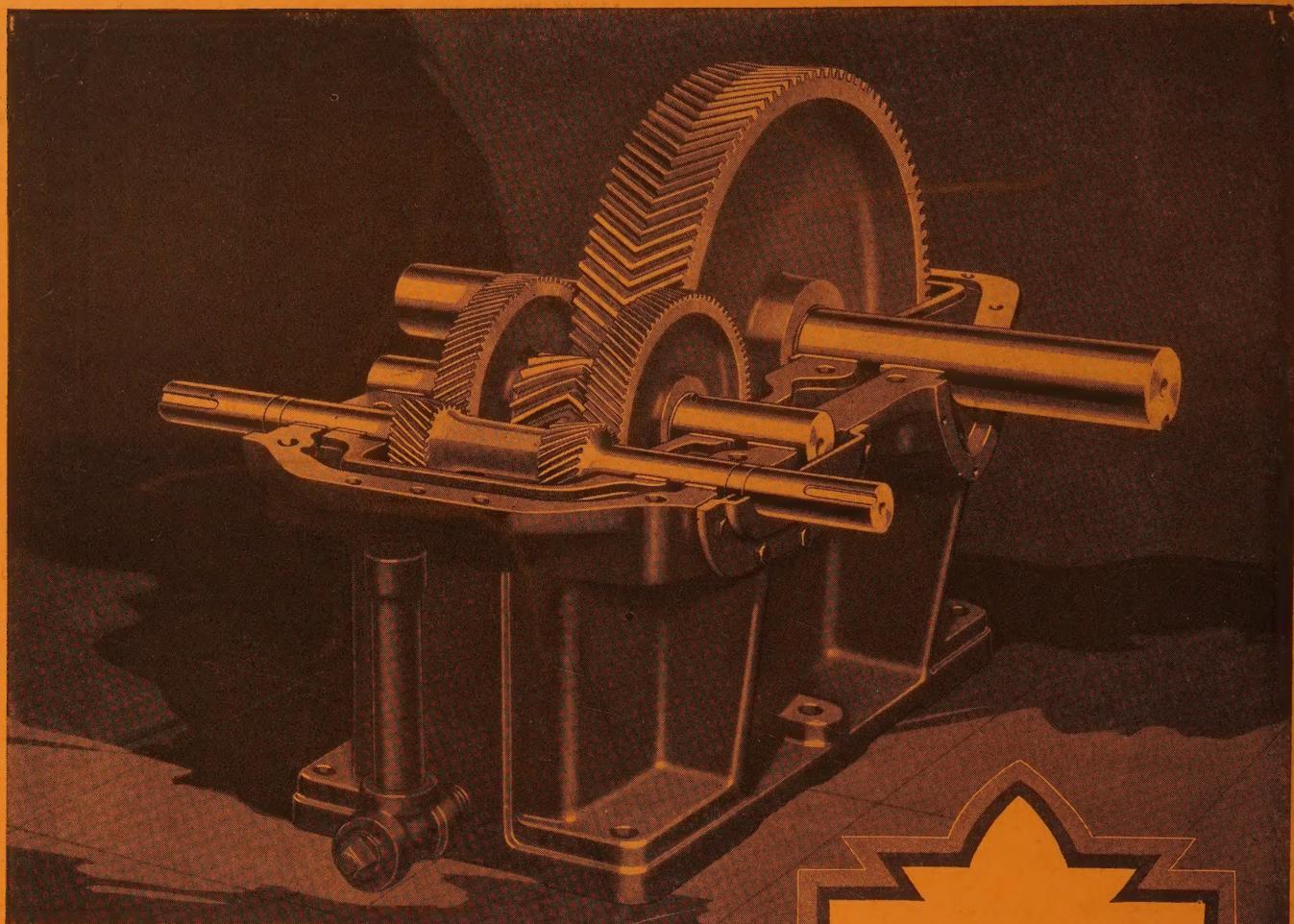
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